A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

February 10, 1964

21 U.S. salesmen
21 vendedores
21 U.S. geschäftsleute

prepare to sell
preparan vender
bereiten sich auf den Verkauf

on 3 continents
en 3 continentes
auf 3 kontinenten vor

Business Bulletins *from around the world*

AUSTRALIA—Natural gas tested at well in Gidgealpa. First significant show of oil or gas reported outside of Queensland during present explorations.

BELGIUM—Englebert S.A., joint venture of U.S. Rubber Co. and Englebert of Belgium, to construct $10 million factory near Liege for production of automobile, truck, bicycle tires for Benelux market. Production, beginning mid-1965, to be 3 million tires, tubes annually.

BURMA—Construction of first paper mill starts early this year at Sittang under Chinese Communist loan. Mill to have capacity of 14,000 tons yearly, nearly three-fourths of country's requirements.

CONGO (Brazzaville)—Construction scheduled to begin immediately on $2.5 million complex of sports facilities at Brazzaville to host 1965 African Games.

FINLAND—State petroleum refinery, Neste Oy, obtains credit of approx. $20 million from Banque de Paris et des Pays-Bas and Banque Francaise du Commerce Exterieur. Another $5 million loan obtained from Manufacturers Hanover Trust Co., New York. Smaller loans obtained from banks in United Kingdom ($3.9 million); Netherlands ($1.25 million). Bulk of credits tied to delivery of machinery, equipment for new Neste refinery to be erected at Skoldvik.

INDIA—Import licenses issued covering plant, machinery for cement industry expansion totaling 3 million tons of capacity. Licenses soon to be approved for additional 1 million tons. Actual output expected to reach 12 million tons by 1966, gap of 1 million tons below Third Plan production target.

Foreign exchange stringency to limit imports to 900,000 tons of steel during fiscal year 1963-64 ending March 31. This will narrow gap between demand and supply to about 500,000 tons, mostly in flat products such as plates, sheets.

NETHERLANDS—Deere & Co. of Illinois concluded agreement with Stamicarbon N.V., adopting Dutch urea process for forthcoming urea plan in Oklahoma. Plant, commencing production in latter 1964, to have capacity of 75,000 tons fertilizer per year.

Forthcoming merger announced by three prominent insurance companies, "Utrecht," "Havbank," "Holland van 1859." Shares of these firms to be exchanged for depository receipts in existing "Amev" holding company, which already holds part of equity in "Utrecht," and "Holland" van 1859."

NIGERIA—New $4.5 million textile plant with 10,000 spindles, 400 looms to be built in Kaduna. Plant, to be financed by International Finance Corporation, two Nigerian development institutions, group of Japanese textile firms, will use Nigerian cotton; employ staff of 750.

PERU—Maquinarias S.A., representative of Japanese Datsun automobile company, announces application to Government for establishment of $7.5 million auto assembly plant in Lima submitted under recent special decree for auto industry. Production scheduled to begin in 1965 at rate of 1,000 cars per year, will increase to 2,500 units per year after five years.

PHILIPPINES—Special import tax assessed on all imports declines to 3.4% of c.i.f. value of import. Previous level was 5.1%. Provision for total elimination of tax by 1966 made in revised U.S.-Philippine Trade Agreement.

SWEDEN—Swedish Ball Bearing Company, SKF, reported to occupy first place among Scandinavian companies having annual turnover of over 100 million crowns ($20 million). Volvo Automobile Company, ASEA Electric Company, manufacturing companies of Swedish Cooperative Union, and L. M. Ericsson Telephone Company follow SKF in size. SKF, with annual turnover of over $450 million, also leads the list in number of employees with 55,000 on its roles; L. M. Ericsson, 40,000; ASEA, 33,300; Swedish Match Company, 29,600; Electrolux, 18,800.

SWITZERLAND—December sales of Zurich department stores were 15% above December 1962 level.

Government officials consult with representatives of various economic sectors concerning measures necessary to contain inflationary pressures. Envisaged measures would include restrictions on credit, limitation of construction to priority projects, further curbs on employment of foreign workers.

TAIWAN—First 300-channel stage of 7,200-channel capacity microwave communications system opens with terminal stations at Taipei, Taichung, Tainan, Kaohsiung. Network uses modern MW-160D Heterodyne equipment, partly financed by DLF loan of $2 million to Taiwan Telecommunications Administration (TTA). TTA also installing 41,500 additional land lines, assisted by a $5.2 million AID loan. By 1966, when project completed, installed land lines will total about 150,000, still short of the economy's need.

THAILAND—Communications Ministry announces $9.5 million, 4-year program for extension, improvement of port of Bangkok. Survey, construction to begin this year.

UNITED KINGDOM—Board of Trade announces 1964 quota for cigar imports from dollar sources other than Cuba of $140,000 (25% increase over 1963 quota)—not more than $84,000 available for hand-made cigars.

URUGUAY—Inter-American Development Bank approves of $5 million loan to Bank of Republic of Uruguay for extending credits to private enterprises to help finance foreign exchange costs of individual industrial, agricultural, ranching projects. Loan will cover 40% of cost of expansion, modernization, or establishment projects designed to increase national output, bolster value of exports, balance of payments.

U.S. Department of Commerce

Luther H. Hodges
Secretary

Franklin D. Roosevelt, Jr.
Under Secretary

Jack N. Behrman
Assistant Secretary for Domestic and International Business

Thomas G. Wyman
Deputy Assistant Secretary for Domestic and International Business

Eugene M. Braderman
Director, Bureau of International Commerce

George Donat
Administrator, Business and Defense Services Administration

Frederic S. Otis
Managing Editor

Americo A. W. Favale
Director of Graphics

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the cover

The "Orientation Seminar" for the Machinery and Equipment Mission to Australia and New Zealand; the Building Supplies and Equipment Mission to Germany; and the Industrial Expansion Mission to Venezuela was held last week in Washington. Mission members, experts in their field, will report to U.S. businessmen through the columns of this magazine soon after their return in April. They will also make a number of public appearances around the country in order to answer questions and discuss business opportunities in the 4 countries visited.

International Commerce

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February 10, 1964 — Volume 70, Number 6

Special Reports

On the scene studies of trade conditions in 6 countries

pages 4–12

FEATURES

2 U.S.-Japanese meeting airs trade issues
3 Frankfurt conference held of U.S. commercial officers
4 Congo: Upturn at last?
6 Colombian import slump expected to end in 1964
7 Taiwan's prosperity creates problems as well as profits
8 U.S. sales to Peru slip badly
9 Optimistic Mexicans expect upturn to continue
11 Costa Rica provides U.S. an expanding market
12 Yugoslavia trade outlook good
13 "E" awards made to aircraft firm, daily newspaper, others
14 Neil Hurley's column
48 International Trade Winds

TRADE FAIRS AND CENTERS

15 Business machine show in Tokyo
16 Sales high at Frankfurt laundry equipment show
17 Export expansion dates listed

WORLDWIDE BUSINESS OUTLOOK

18 800 tariff concessions negotiated at LAFTA meet
19 West Pakistan plans heavy industrial complex

U.S. GOVERNMENT ACTIONS

20 AID promotes foreign sales in 47 states

FOREIGN GOVERNMENT ACTIONS

21 Venezuela moves to unify exchange rate system
22 Honduras revamps income tax law
23 Mexico enacts profit sharing program

INVESTMENT OPPORTUNITIES

24 Manufacture of generators, tools, varied machinery wanted
25 Mechanical item and axle block (licenses open)

WORLD WIDE OPPORTUNITIES

26 Invite bids, announce tenders for major projects
27 Several countries announce projects, invite bids
28 Leads for exporters
29 Special trade leads
45 Leads for importers
46 International representation
47 Visiting buyers
47 Construction projects
48 New trade lists

Trade issues aired in 'lively exchange' at Tokyo meeting of joint U.S.-Japan committee

Secretary Hodges expresses continuing interest of U.S. in further easing of restrictions on commerce, travel

The third annual meeting of the Joint United States-Japan Committee on Trade and Economic Affairs, held in Tokyo on January 27 and 28, provided an opportunity for "a lively exchange of views on a wide range of subjects," according to the communiqué issued at the conference's conclusion.

At the beginning of the Cabinet-level sessions, the Committee recalled the tragic death of President John F. Kennedy which necessitated the delay in convening the third meeting. Secretary of State Dean Rusk, after expressing the U.S. delegation's deep appreciation for the sympathy and support of the Japanese Government and people, stated that "President Lyndon B. Johnson's Administration would continue to promote the increasingly close partnership which had developed between the two countries under the leadership of Prime Minister Ikeda and the late President Kennedy."

Emphases

Topics which were particularly emphasized by Secretary of Commerce Luther H. Hodges included Japan's programs for liberalizing controls on imports and on foreign investment. Japan's substantial progress in both areas was appreciated, Mr. Hodges said, but he indicated the continuing interest of the United States in further relaxation of restrictions. Similar views were expressed regarding Japanese controls on international travel.

In addition to the formal plenary sessions, each U.S. delegate had private conversations with his Japanese counterpart. Secretary Hodges met separately with Minister of International Trade and Industry Fukuda, and with Minister of Transportation Ayabe, affording a further opportunity to discuss questions of concern to American traders and investors.

Other subjects discussed by the two delegations included the economic situation in the United States and Japan; the balance of payments position of each country; multilateral trade and financial assistance problems; and the question of trade with Communist nations.

Prediction

The Committee took note of the peak level of trade between the two countries last year, which amounted to over $3 billion, and further predicted that 1964 would be "a record year for U.S.-Japan economic exchanges."

The importance of close cooperation between the United States and Japan in international economic affairs was emphasized. Regarding the forthcoming Kennedy round of negotiations at Geneva for the reduction of tariffs and other impediments to world trade, it was agreed that the two countries would maintain close contact on this subject "to study the possibilities of achieving the maximum practicable reduction of both tariff and non-tariff barriers on both industrial and agricultural products on a fully non-discriminatory basis." In the area of assistance to the developing countries, the Committee noted U.S. and Japanese aid efforts, reaffirmed the desirability of closer bilateral and multilateral coordination of aid, and indicated the importance of private investment and technical assistance.

The Committee "exchanged frank views on trade with the Communist nations." The Japanese delegation explained that it was Japan's policy to carry out its trade with Communist countries on a commercial basis, "in accordance with the principle of separating the political and economic aspects of Japanese relations with countries of the Communist bloc and acting in consonance with the practices of Free World countries."

Exchanges

Returning to the field of bilateral relations, the Committee agreed that both countries could benefit from new government-to-government exchanges of technical personnel and research findings in the area of human and natural resources. Officials from the United States and Japan will meet at an early date to discuss procedures for implementing this agreement, which will complement the work of the U.S.-Japan Committee on Scientific Cooperation, concerned primarily with pure rather than applied science.

At the conclusion of the two-day sessions, the delegations expressed their unanimous view that these annual meetings "had proved to have great value," and both delegations looked forward to an exchange of views and consultation on policies at the next meeting.

Spokesmen

Japan was represented at the conference by Masayoshi Ohira, Minister for Foreign Affairs; Kakuei Tanaka, Minister of Finance; Munenori Akagi, Minister of Agriculture and Forestry; Hajime Fukuda, Minister of International Trade and Industry; Takeo Ohashi, Minister of Labor; Kentaro Ayabe, Minister of Transportation; Kiichi Miyazawa, Director of the Economic Planning Agency; and Yasumi Kurogane, Chief Cabinet Secretary.

The United States was represented by Dean Rusk, Secretary of State; Luther H. Hodges, Secretary of Commerce; W. Willard Wirtz, Secretary of Labor; Walter W. Heller, Chairman of the President's Council of Economic Advisers; James K. Carr, Under Secretary of the Interior; Charles S. Murphy, Under Secretary of Agriculture; and John C. Bullitt, Assistant Secretary of the Treasury.

Also participating were Japanese Ambassador to the United States Ryuji Takeuchi, U.S. Ambassador to Japan Edwin O. Reischauer, and other advisers from both Governments.

Pennsylvania focuses on trade with Japan

Pennsylvania-Japan Trade Week, called for the week of April 5th by Governor William W. Scranton, will be highlighted by a State-wide manufacturers' conference at the Hotel Penn Harris, Harrisburg, to plan a 50% boost of the Commonwealth's exports to Japan by 1970.

Registrants for the Pennsylvania Conference on Exports to Japan will attend a conference-eve reception on April 7 at 6 p.m. The luncheon meeting of the April 8th day-long conference will feature

an address by Governor Scranton on U.S. foreign trade.

"It is not generally known that for many years the United States has consistently sold to Japan more products than we have bought," the Governor observed as he proclaimed the special week. "American exports to Japan last year outstripped our imports by millions of dollars. These exports have generated corporate profits for our manufacturers and for the service industries necessary to exporting, and have created an estimated 200,000 jobs, an estimated 5,000 of these in Pennsylvania alone."

April 8th morning and afternoon panel sessions will discuss industrial and consumer selling in Japan, with one panel made up of Japanese trading company executives who will remain to discuss specific product sales with interested Pennsylvania manufacturers.

Conference co-sponsors are the Pennsylvania Department of Commerce and the United States-Japan Trade Council, Washington, D.C.

Senegal to get U.S. rice

The United States and Senegal have reached agreement on an amended program under Title I, Public Law 480 for the sale of $3.4 million worth (including certain ocean transportation costs) of U.S. rice—about 550,000 hundredweight.

The proceeds from this sale are to be used for loans by the Agency for International Development to private U.S. and Senegalese business firms; for loans for economic development; for payment of U.S. obligations abroad and various other U.S. purposes.

Burma tightens visa rules

The Government of Burma has revoked the policy of permitting entry on a visa-waiver, under which tourists formerly could remain in Burma up to 72 hours without a visa.

Frankfurt regional conference of commercial officers yields insight into basic problems

Specially selected commercial assistants participate in deliberations during two of conference's five days

More than 40 commercial officers from 31 posts in Western Europe, meeting at Frankfurt, Germany, from January 20-24, reported that on balance U.S. products are priced competitively in Western Europe—more so today than two to three years ago. Despite Common Market and EFTA (European Free Trade Association) developments, the United States has fared better than expected. Europe's increased production costs as compared with the United States', increased European demand for U.S. capital equipment, raw materials and semi-finished products, and the rising living standards in all West European countries, are expected further to improve U.S. prospects.

The Conference, which convened under the chairmanship of Under Secretary of Commerce Franklin D. Roosevelt, Jr., dealt with all phases of the U.S. export expansion program, European investments in the United States, and stimulation of international travel.

Better understanding

All participants agreed that the Conference was exceptionally useful. It produced a full and mutually beneficial exchange of ideas and experiences on common problems among commercial officers from the various European posts. It enabled Washington participants, from the Departments of Commerce and State, to get a better understanding of problems faced by the field as well as a candid field appraisal of trade promotion programs, both old and new.

In addition to Under Secretary Roosevelt, the Washington group included Thomas G. Wyman, Deputy Assistant Secretary for Domestic and International Business, and Eugene M. Braderman, Director of the Bureau of International Commerce. Other Washington participants were John H. Royer, Jr., Deputy to the Under Secretary; James F. Collins, Deputy Administrator, Business and Defense Services Administration; Donald S. Gilpatric, Director, Office of Foreign Commercial Services; Robert E. Simpson, Director, Office of International Regional Economics; and Charles J. Barrett, Deputy Director, European Division, OIRE. The State Department was represented by Sam L. Yates, Jr., Career Management Officer for Commercial Specialist Program, Personnel Operations Division.

Commerce and State Department representatives held individual consultations with each field officer present in order to review specific problems and plans at his particular post.

A unique feature of this conference was the inclusion of 7 locally employed Commercial Assistants for two days of the agenda—January 22-23. The Commercial Assistants not only benefited as individuals, they contributed substantially to the discussion.

Caracas host for development meeting February 17-22

Leading world figures in the field of development financing will gather in Caracas, Venezuela, from February 17 to 22 in a meeting that may have far-reaching significance to underdeveloped countries.

The Government of Venezuela is sponsoring the meeting and will play host to such speakers as David Rockefeller, president of the Chase Manhattan Bank, George Moore, president of the First National City Bank of New York, and Teodoro Moscoso of the Alliance for Progress, architect of Puerto Rico's "Operation Bootstrap."

Other participants will include Felipe Herrera, President of the Inter-American Development Bank, Harold Linder, president of the Export-Import Bank, and Martin Rosen, vice president of the International Finance Corporation.

The First International Meeting of Development Financing Agencies will be attended by more than 150 delegates from the United States, Europe, Africa, Asia and Latin America.

The main topics will cover the complete spectrum of developmental activity from the role of financial institutions in industrial development through technical assistance to industry.

CHEERS MAY GET LOUDER: Congo President Kasavubu and Army Chief Mobuto acknowledge cheers while riding in last June's Independence Day Parade.

Congo: Upturn at last?

AID programs assure sales of U.S. consumer and farm goods

By MICHAEL P. E. HOYT
Commercial Officer
U.S. Embassy, Leopoldville

For the first time in several years, the Congo can look forward to some possibility of economic recovery in the course of the coming year. If the 1963 gains can be consolidated and extended, 1964 could mark the turning point in the recovery of the Congo, and some beginnings could be made on further economic progress.

MICHAEL P. E. HOYT

The dimensions of the economy permit a relatively high level of activity even though the overall economy may be depressed. Within the framework of a stabilization phase there are certain sectors which are growing and opportunities exist now for expanded trade.

U.S. assistance program designed to help stabilize the Congo economy is still the most important source of financing U.S. trade with the Congo. Trade possibilities in the Congo during 1964 will depend on the level of this American aid and upon the recovery it brings about in the economy.

The 2 most important events of the past year for the Congo were the reintegration of the province of Katanga under the authority of the Central Government at the first of the year, and the inauguration of a stabilization program at the end of the year.

The first made it possible for Katanga's resources to benefit the entire country; and the second was an attempt to halt growing inflationary pressures and provide the necessary monetary framework for economic recovery. This year will see if these opportunities can be realized.

From the economic viewpoint, 1964 will be a period of stabilization, with emphasis on maintaining and refurbishing existing installations. Relatively large amounts of industrial, agricultural, construction, and transportation spare parts and equipment, as well as industrial raw materials, will be imported. There will also be need for considerable imports of consumer goods to make up for what the Congo cannot produce itself.

The Congo Government is expected to make $170 million available from its own foreign exchange earnings for f.o.b. imports during 1964. This compares with about $155 million during 1963, and $265 million in 1959.

In competing for a share of these funds, U.S. suppliers are not hindered

by formal trade barriers or agreements. The Congo is still an "open market" and will probably remain so, in spite of its pending association with the European Common Market.

The prospects for immediate trade opportunities must not mask the fact that the Congolese economy is in serious circumstances. It is dependent on various outside sources of assistance to recover from the events which followed the achievement of independence in July 1960.

Grants or credits to finance imports during 1964 are expected to come from the European Economic Community, the United Kingdom, West Germany, Belgium, the World Bank, and the U.S. Most of this assistance is expected to be tied to purchases in the donor country.

U.S. aid will probably consist of a commercial commodity import support program financed by AID, and an agricultural commodity program under Title I of PL 480. AID will finance imports of products of U.S. source and origin.

Best sellers

The most likely products to be financed include automotive spare parts; industrial, mining, and agricultural spare parts; industrial chemicals; and off-the-road tires. Purchases are made through private importers, providing the opportunity for U.S. exporters to establish agencies and relationships of a permanent nature.

The ease with which immediate sales of some commodities can be made under the AID program should not hide the need to establish firm representations for products which can compete with free imports from other countries. The Congo market has a tradition of being highly competitive and should return to that situation with economic recovery.

In the agricultural field, the Title I import program during 1964 will probably follow the lines of last year's $25 million agreement. Sales of wheat flour, rice, whole corn, milk, chicken, tobacco, small amounts of butter and cheese, and, for the first time, bulgor wheat are expected to be financed.

the author

Mr. Hoyt received his BS from the University of Chicago, and joined the Foreign Service after earning his Masters from the University of Illinois in 1956. He has served in Karachi and Casablanca, and was detached to Northwestern University for advanced economic studies before being assigned to Leopoldville in June 1962.

This is also a commercial program and should permit American exporters to establish long-term relationships for the supply of some commodities, particularly flour, chicken and tobacco.

In both these programs, the resourceful exporter can find the opportunity to develop long-term markets in an area with considerable growth potential.

The recent disturbances in Kwilu Province of the Congo have been local in nature and are not expected to affect trade and investment flows between the U.S. and the Congo.

Investment perking up

While attention is being focused on stabilization, there is some interest in new investment, and small amounts of foreign exchange are being accorded to projects which reduce import requirements. Certain projects, particularly those which include Congolese investors, are being given priority.

New plants and construction are being undertaken. The mineral resources of the country are also attracting the attention of investors and traders, although at present capital and interest transfers are not being authorized.

While firms with Belgian and British affiliations still dominate the business world, traders and investors from other Common Market countries are beginning to be active in the Congo. German and Italian interests have been particularly active, usually in association with Congolese partners. With the investment of modest amounts of foreign capital, they are able to establish profitable businesses.

The Congolese business community is encouraging U.S. interests to participate in building a strong and healthy economy.

Banana business booming; Ecuador hunts new markets

Banana exports from Ecuador have shown impressive gains over the past 15 years. Exports amounted to 7.7 million stems in 1950. In 1963 the Republic sold a total of 42.8 million stems, and about 34 million in 1962.

The main customer is the U.S., accounting for some 70% of shipments. Exports of bananas to Japan, which rose from virtually nothing a few years ago to 8 million stems during 1963, are expected to increase to over 10 million stems during 1964. A new market was also opened in France.

Banana prices have climbed during the past year, and Quito hopes this trend will persist. In 12 months through July 1963, quotations for bananas were up 9%.

Congo Premier visits Germany, invites investors

Says November devaluation put economy 'back on the rails'; investors may get tax holiday

Cyrille Adoula, Prime Minister of the Republic of the Congo, recently concluded a privately-initiated trip to the Federal Republic of Germany to further friendly relations between the Congo and the Federal Republic, and to encourage German investment.

Addressing a leading businessmen's club, Mr. Adoula made the following points regarding the investment climate in the Congo:

(1) The Congo economy is "like a locomotive which was derailed by inflation and has been put back on the rails" by the November devaluation. It is hoped that the currency and prices will reach a stable level by April or May; from then on chances for investment would be excellent.

(2) The Congo would welcome capital investment and technical assistance in all branches of agriculture and manufacturing industry and wishes to establish mutually beneficial business relations.

(3) The Congo recognizes that investments should enjoy a return and that property rights should be respected. The principle of transferability of earnings is accepted without question, although the present currency situation makes it impossible to promise that earnings could be transferred immediately. Mr. Adoula pointed out to the German businessmen that the Congo has an investment protection agreement with the Federal Republic. The U.S. has negotiated a similar investment guaranty agreement with the Congo.

(4) Investment legislation is now being prepared to assure equal rights for domestic and foreign capital. A 5-year tax holiday for investments which contribute to the country's development may be included. The Congo intends to maintain an open door policy in a spirit of friendship and cooperation.

ITALIAN ADVERTISING UP

Total Italian expenditures for advertising in 1963 are estimated at 160 billion lire ($256 million), an increase of 17% from the preceding year.

Colombian import slump expected to end in 1964; U.S. suppliers enjoy good competitive position

Domestic output lessening imports of finished consumer goods; demand for capital goods, equipment and raw materials grows

By GEORGE A. ELLSWORTH
Commercial Attaché
U.S. Embassy, Bogota

Improvement and some expansion will probably be the significant characteristics of the Colombian economic and trading scene in 1964. Current projections point to continued and increased overall economic growth with higher imports than in 1963.

GEORGE A. ELLSWORTH

On the other hand, the predicted expansion will constitute a recovery up to a certain extent, in view of the moderate decline in the rate of growth and the overall volume of imports in 1963. This drop in imports was due mainly to balance of payments problems giving rise to some import licensing difficulties for imports from the U.S.

Hopefully the next 12 months will see a favorable change in these conditions.

On balance then, U.S. exporters can look forward to improved trade prospects in 1964.

Import factors

The balance of payments situation and the level of foreign assistance will undoubtedly continue to affect Colombia's level of imports and import control policies during 1964. Another substantial trade deficit, as during the past 2 years, is expected in 1964.

Foreign aid from all sources amounted to $200 million in commitments in 1963, a level which should continue for 1964. This continuing assistance will make a major contribution to maintaining the flow of imports needed to meet Colombia's requirements of goods and services for development and consumption.

The degree of importance which external assistance represents to the country's import needs is indicated by the fact that of the $610 million in estimated imports for 1964, approximately $140 million will be for goods and services involved in projects with long-term outside financing.

Under the conditions described above, the U.S. should be able to supply an appreciable share of Colombian imports in 1964, provided our prices and other conditions of sale are competitive and that Colombian trade and control policies are not overly restrictive.

Changing import needs

The composition of the country's imports will continue to change; that is, increasing domestic output will tend to lessen the need for imports of finished consumption goods but will strengthen the demand for capital goods, equipment and raw materials. However, this does not mean the disappearance of U.S. consumer product names from the Colombian market, since much of the expanding national output is by subsidiaries, partners or licensees of U.S. manufacturing concerns.

The competitive position of U.S. suppliers in Colombia is generally good. U.S. products, services and technology have long standing prestige in the country, and other factors being broadly comparable, the Colombian buyer will in the majority of instances prefer them to those offered by other countries.

The question of price is, of course, an essential component of any sales effort, and in some significant product lines U.S. exporters cannot meet European or Japanese competition.

However, the items in this class are not always closed to alert and imaginative U.S. businessmen. For example, despite a rather widespread belief that U.S. mills cannot underbid the low prices for steel products offered by Japan and others, recently a large order for seamless pipe was awarded to a U.S. firm on straight price considerations.

Such breaking of the price barrier is admittedly not always feasible, but U.S. suppliers are in a position to offer product quality and uniformity, quick delivery, superior service, sales and distribution facilities and attractive credit and financing terms. These factors have in many cases persuaded the Colombian buyer to prefer U.S. products despite lower FOB quotations from other sources.

U.S. international traders will also have to face certain controls and limitations on trade established by the Colombian Government. The latter, in an effort to ameliorate the balance of payments situation, has for some time had in effect what may be the strictest system of import licensing in South America.

Within the system it has attempted to restrict imports in the light of foreign exchange availabilities and the country's essential needs. Allocation of licenses for ordinary commercial purchases has generally been fair, and the U.S. has been able to retain a share of the market amounting to slightly over 50% of the total.

However, due to the shortage of foreign exchange relative to import demand, and as a means of augmenting coffee exports, the licensing authorities have increasingly favored trade with countries having coffee compensation, coffee barter and other special agreements with Colombia. This has resulted in an increasing number of denials of permits to import from the U.S., while similar authorizations for bringing in goods from such countries have been approved.

Special attention

In setting their sights on the Colombian market in 1964, U.S. exporters should give special attention to projects underway in the industrial and agricultural sectors, and to public service development programs.

The oil industry will probably invite bids for the construction of 2 refineries and at least one pipeline early in the year. In chemicals, some interesting plans should be announced during the year for plants to make or process petrochemicals, plastic materials, synthetic fibers, basic drugs and some specialties.

New facilities to manufacture or assemble a number of electrical or electronic items should also materialize during the year.

There should also be some developments of significance to suppliers of equipment and materials in agriculture and related fields. A program to expand sugar production and refining will require equipment ranging from tractors and special implements to processing units and installations in 1964.

Other activities which may present good trade opportunities will be the continually rising production of bananas, lumber and tobacco.

The public service undertakings in Colombia are also expected to invest substantially in goods and services during 1964. In the transport complex, new chassis and perhaps some automobiles will be imported, the Government having decided late in 1963 to permit such imports under special conditions. Moreover, a definitive official decision is expected on the establishment of new automotive assembly plants.

The national railways, having obtained a substantial World Bank loan in 1963, will import $20 million worth of materials and equipment in 1964. Some $6 million of this amount will be for new procurement, for which orders have not yet been placed.

Electric power generation and transmission will expand at a brisk pace in 1964, with implementation of projects in several sites throughout the nation. Perhaps some $50 million will be spent in equipment and technical services for installation of hydroelectric, thermal, gas turbine plants and transmission lines.

Port buildup

Port development is another activity which will move ahead in Colombia during 1964. The national authority obtained a $10 million loan from the Inter American Development Bank in 1963 for work in the Pacific port of Buenaventura, and hopes to conclude another for Atlantic ports in 1964. A large portion of these funds will be for engineering works, but something over $1 million should be spent in acquisition of equipment during 1964.

To summarize, the U.S. should remain the major supplier of goods and services to Colombia in 1964. Individual exporters should generally find a favorable trading climate and will have the advantage of a long established reputation for supplying products of high quality and durability under attractive delivery terms.

This foundation, allied to vigorous sales efforts and supported by available financing and credit terms, should assure for them a fair share of the market.

the author

Mr. Ellsworth joined the Foreign Service in 1942, and was stationed in Santiago, Guayaquil, London and Vientiane before being assigned to Bogota in April 1962. He has also been detached for service as an economic officer with the Department of Commerce and an assistant project officer with the International Cooperation Administration.

Taiwan's prosperity creates problems as well as profits

Local production replacing many items formerly imported; April Trade Fair should open up markets to new U.S. products

By ROBERT C. JOHNSON, JR.
Commercial Attaché
U.S. Embassy, Taipei

Taiwan's rising prosperity and encouraging economic growth are expected to continue during 1964, presenting U.S. exporters with a profitable but highly competitive market.

ROBERT C. JOHNSON, JR.

Locally manufactured goods, with Government assistance, are replacing items the U.S. used to furnish and foreign investments are being encouraged, to boost output of items not yet produced on Taiwan.

For the first time since World War II, Taiwan's exports exceeded her imports (by an estimated U.S. $10 million) during 1963, and exceeded 1962 exports by about $100 million.

It is true that about 50% of the increased value of exports can be attributed to the high price of sugar, which shows no signs of weakening, but the more important factor from a long-term viewpoint is that 1963 showed a greatly broadened variety of export products. Manufactured goods have increased their proportion of total exports from 17% in 1959 to 42% last year.

Fundamental policy

It is a fundamental policy of the Chinese authorities to limit and in many cases prohibit imports of commodities which are produced on the island. Hence, as the range of Taiwan products increases, the list of permissible imports grows smaller.

Japan is, of course, the most important supplier of Taiwan's needs and has been steadily encroaching on the U.S. share of the market. Japan has been notably successful in investing money in industries which would buy Japanese equipment. In recent months, however, local opposition to Japanese investments has sharply reduced the number of such investments, and Japan may export less to Taiwan.

The Nationalist Chinese Government will continue to encourage investment from abroad and, if U.S. interests continue to respond, sales of U.S. products may also increase.

An important source of funds for the purchase of U.S. commodities has been provided by our AID program. However, AID funds for the Republic of China are gradually being reduced and at the same time AID loans are no longer as attractive to Taiwan buyers as in the past.

Credits from other sources are frequently more rapidly available at lower interest rates and with easier payment terms.

There are 2 new factors which may contribute to increased sales of U.S. products to Taiwan in 1964. First, several U.S. banking institutions have expressed interest in opening branches in Taiwan.

In past years, the Chinese Government has been distinctly cool toward such proposals. However, there now seems to be a greater possibility that the authorities may react favorably to the proposal to establish a U.S. bank branch operating under controls acceptable to the bank.

The opening of a bank branch here would undoubtedly facilitate trade with the U.S. and encourage investment.

Of more immediate importance is the Taipei-American Chamber of Commerce Trade Fair scheduled for April. This will be the first concerted effort of U.S. companies to hold an exhibit of products exclusively from the U.S. All available space has been sold to about 20 companies who will exhibit products ranging from milk powder to highly sophisticated electronic equipment.

Government cooperation

The Government has been extremely cooperative, even permitting the entry of controlled import items and their sale after the conclusion of the Fair. If the Fair is as successful as it promises to be, there should be immediate as well as long-range sales of U.S. products, some of which have never been seen in Taiwan.

The salient fact about the Taiwan market is that it is getting more and more prosperous. All other things being equal, Taiwan will buy from the best salesman offering the best terms.

U.S. sales to Peru slip badly; vigorous export effort needed

High prices, poor credit terms, indifferent efforts blamed; outlook brightest for sales of U.S. agricultural products

Based on a report from

ROBERT W. ROSS

Commercial Attache,
U.S. Embassy, Lima

There is much cause for concern about the downward trend of the U.S. share of the Peruvian market. In 1961 our share of this market was 44.1% (by value); in 1962 it was 39.6%, and in the first 9 months of 1963 it dropped to 36.4%.

ROBERT W. ROSS

Observers are almost unanimous in stating that our deteriorating position is due to the high prices of some goods; the non-competitive credit terms offered by some of our exporters; the high freight charges on goods moving from the U.S. to Peru; and the indifferent sales efforts of some of our exporters.

At the same time, Peru's economy continues to expand at an encouraging rate. While it is probable that 1964 will see no explosive industrial development like that recently shown by the fishmeal industry, all lines of production except sperm oil and wines are expected to grow.

Taxes may hurt

Many observers believe that projected growth may, however, be somewhat inhibited by new duties, sales taxes, turnover taxes, and other levies raising the cost to consumers of almost every item introduced into or produced by Peru.

The country's exports are also expected to hold up well. On balance, we see continuing economic growth, with only the rate in question.

U.S. and international lending agencies will continue substantial financing in Peru during 1964, and some of the projects contemplated should offer opportunities for U.S. sales.

Principal sources of potential sales will be the several highway projects. The Export-Import Bank will be heavily involved in these, giving opportunity for sales of roadbuilding equipment. Eximbank will also finance projects requiring purchases of agricultural machinery and equipment.

Sources

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Self-help program

President Belaunde's "Popular Action" program for community self-help road, sewage, water supply, and civic works construction should also offer opportunities for U.S. vendors. Some of the largest construction projects will probably not be U.S. financed and non-U.S. suppliers will be eager to provide the equipment components.

U.S. manufacturers and suppliers must be willing to give competitive credit to importers and buyers. Peru's trading system runs on credit. If there was a time when foreign suppliers could sell in Peru for cash it has passed, and local buyers are being courted by foreign suppliers with offers of generous credit.

Few Peruvian importers are sufficiently well capitalized to carry their own credit, so it is up to the vendors to arrange acceptable terms.

This is not a suggestion for the extension of indiscriminate credit, but rather that U.S. exporters maintain an open mind on the extension of credit to Peruvian customers. Some of our firms unfortunately establish a more or less general "no-credit" policy for all sales in Latin America, or at least in certain countries.

In determining the terms which can be offered to a given customer, U.S. exporters can obtain credit ratings from the U.S. Department of Commerce's World Trade Directory Reports, from Dun and Bradstreet, or through local correspondents of U.S. banks. To sell in Peru, they should know their customers, and give credit to those who are worthy of it. If they do and their prices are right, they will find Peru a good market.

Dehydrate

To keep as competitive as possible, U.S. suppliers should make sure that there is no water left in their price lists. Both combination exporters and Peruvian distributors complain that our prices often include costs of U.S. promotion neither required nor applicable in this market and mark-ups to cover risks which are more imagined than real.

As the quality, design, and availability of our competitors' products improve in Peru, we find price becoming more and more important in determining who makes the sale.

While sales of textiles will be approximately the same as those in 1963, imports—particularly from the U.S.—will probably drop, because of increased local production and the considerable stocks on hand.

The resulting uncertaintly is the major reason that sales of agricultural chemicals and fertilizers are expected to be down somewhat. However, concentrated efforts by U.S. manufacturers should make it possible for U.S. firms to maintain 1963 sales levels.

The market for irrigation equipment will improve slightly, primarily because of increased Government purchases. The Government's special emphasis on price rather than quality and durability makes it doubtful that the U.S. will share in this overall market increase.

Wine exports should rise. Climate conditions have been favorable during the first part of the 1963/64 agricultural year, and if they persist the crop should be a good one.

Best bets

The following lines of U.S. products should offer the best opportunities during the coming year: medium industrial machinery (especially for metalworking), mining equipment, plastics forming equipment, business machines, small tractors, cargo handling equipment, medicinal and industrial chemicals pipe fit-

tings and plumbing equipment, auto and truck parts, and agricultural machinery.

The outlook for U.S. agricultural products during 1964 appears promising, despite reduced sales in 1962 and 1963. Peru is expected to buy substantial quantities of rice, both through Public Law 480 and commercial sales. Wheat purchases from the U.S. are also expected to rise, as are imports of our edible oils.

Many observers have suggested that energetic U.S. efforts could substantially increase its fresh fruit sales in Peru.

Peru offers an attractive market for imported goods, but we have been losing our share of that market. Although certain of the causes are beyond the control of U.S. exporters, there are other causes which they could correct. Many U.S. firms handle their affairs in Peru in a highly competent manner, but there are others which seem to dabble in exporting to Peru rather than going about it in a professional manner.

Talented competitors

It is important for all U.S. firms selling in that market to remember that our competitors are often hard driving, talented, and imaginative businessmen. Therefore if the trend of U.S. sales in Peru is to be reversed, more of our exporters will have to make serious efforts to sell their goods in this market.

Some U.S. suppliers do not show the imaginative, dynamic approach to business that is necessary in this highly competitive market. Some exporters trying to sell in Peru fail to visit the country often enough to understand local developments; or they continue to rely upon distributors who have long neglected the U.S. supplier's lines; still others correspond in English with Spanish-speaking clients, or grant distributorships on the basis of a between-airplanes stopover.

In summary, there is an excellent market for U.S. goods in Peru, but to preserve and increase our share of that market, we will need more U.S. firms making more serious efforts to sell there. Firms making such efforts could find them rewarding.

the author

Mr. Ross was assigned to Lima in April 1961. Since joining the Foreign Service in 1948, the University of California graduate has also been stationed in Montevideo, Lagos, Naples and Santo Domingo, as well as serving as a desk officer for several West African nations at the State Department in Washington.

Optimistic Mexicans expect upturn to continue in 1964; U.S. furnishing 68% of imports

Auto manufacturing plan requires large machinery imports; nation's needs are constantly shifting as economy develops

By HARRY R. ZERBEL

Commercial Officer,
U.S. Embassy, Mexico City

Mexico's economic activity is expected to show continued improvement in 1964, opening new trade opportunities to U.S. exporters, who are already supplying a large majority of Mexico's import needs (68% during 1963).

HARRY R. ZERBEL

Mexico's Gross National Product growth rate in 1963 was estimated at between 5% and 6% (4.8% in 1962), and some observers predict a growth of between 6% and 7% in 1964. The Federal Government's ordinary budget for 1964 is 16 billion pesos, up 2.2 billion pesos from budget of 1963.

The future of Mexico's imports depends in large measure on the availability of foreign exchange. Since 1956 imports have fluctuated rather narrowly between $1,007 and $1,250 million under the Government's close control of imports. Mexico has no exchange control; however, the Government effectively regulates the volume and kind of imports through the extensive use of import licenses.

Reserves satisfactory

Gold and foreign exchange reserves were satisfactory at the end of 1963, and prospects were for the continued stability of the peso, to which the Government is committed. Exchange earnings from exports, tourism, and border transactions should continue to rise in 1964.

Contingent upon an improvement in the private investment climate, foreign private investment should grow in 1964. Also, official credits from abroad should continue to be available.

Mexico's total export values in 1964 should be as high as the record $960 million now forecast for 1963, which represents a 6% increase over 1962. The value of cotton and cattle exports is expected to decline, but the decrease should be more than offset by larger shipments of sugar, coffee, wheat, minerals and manufactures. The value of Mexico's sales of wheat, a new export, may reach $30 million in 1964.

Exports to U.S.

Mexico's exports to the U.S. should continue to rise in about the same proportion to total Mexican exports as in 1963, when exports to the U.S. went up 8.5% and total exports 6%. Increases in 1964 should be mainly in cattle, fresh and refrigerated meat and shrimp, tomatoes, sugar and molasses, henequen, strawberries, cacao, and minerals. Exports of manufactured goods—henequen twine, natural or synthetic hormones, textiles—should rise, but the total value will probably remain relatively small.

Exports to other major trading countries are not expected to rise significantly in 1964, despite the trade agreements signed with a number of them in recent years. An exception may be Mexico's sales of agricultural products to Communist China, a new customer in 1963.

The percent of Mexican total exports going to members of the Latin American Free Trade Association (LAFTA) will probably show a sharp growth, but the total value will still account for only a small proportion of total exports from Mexico.

The value of imports from the U.S. should be as high as the $860 million estimated for 1963 ($783 million in 1962), and commodities which should continue to figure large in these exports are vehicles, machinery and parts, and industrial raw materials. Imports of machinery for manufacture of automotive vehicles and parts should increase.

The U.S. share of the import market can be expected to remain near the 1962-63 level of 68% to 69%. Credit

being a major factor in imports, the granting and utilization of large foreign credits, such as the $150 million French agreement could affect the balance among Mexico's other trading partners.

Good import prospect

Major import increases should materialize in general industrial equipment, provided the business climate remains satisfactory and industry continues to expand as it did in 1963. Despite the fact that more types of industrial equipment are now produced in Mexico, thereby eliminating some imports, the potential need for imports of industrial equipment for replacement and/or expansion is substantial.

The big 4 of the U.S. automotive industry, among others, are setting up engine plants, and a number of U.S. manufacturers of components and spare parts are establishing or expanding production facilities. In addition, metal-working shops supporting the automotive industry will require equipment, and the need for imports of special metals and alloys should increase.

The U.S., being the major supplier, will be affected as manufacturing proceeds and foreign imports decline. However, U.S.-controlled companies are expected to maintain their leading position in the Mexican vehicle market.

Textile machines

Cotton textile manufacture is another industry requiring imported equipment. Modernization of this industry is planned, and imports of equipment should increase in 1964.

The U.S. supplied only 27% of total imports of spinning and weaving machinery in 1963; however, U.S. participation in this area should expand because of the high productivity and quality of U.S. machines. Licensing agreements have been concluded by certain manufacturers with Mexican firms, so that the eventual production of U.S. equipment in Mexico could reduce imports of such types, but probably not until after 1964.

Construction is expected to grow in 1964, and with it the need for imports of heavy equipment. The manufacture of less complicated products, such as mixers, rollers, vibrators, power shovels and cranes, has begun; therefore, imports of these types can be expected to decline in the future.

Greater imports are expected of water and sewerage treatment and oil field equipment of types not manufactured in Mexico. Dieselization of the railroads will necessitate imports in 1964, but thereafter the demand should taper off and be reduced to replacements. The U.S. is a major supplier of Mexico's railway locomotives.

Electric power generating equipment imports should continue as electrification proceeds.

the author

Mr. Zerbel received his bachelor's and master's degrees from the University of Wisconsin, and joined the Foreign Service in 1946, after wartime Army service. He was stationed at Paris, Santo Domingo, Barcelona and Barranquilla before being assigned to Mexico City in January 1961.

Stress on agriculture

The increased attention paid to agriculture should result in greater demand for agricultural equipment in 1964. Tractors and other large and specialized equipment are not manufactured in Mexico, but the increased demand for these should raise import levels of equipment or components for assembly.

Various types of small equipment are produced in Mexico, however, and imports of these will probably taper off. U.S.-controlled firms should share in the increased local production of goods which are now imported.

Significant in the agricultural area is the program to increase sugar production by 70% by 1970. The plan includes increased sugar planting, the construction of new mills, and the expansion of old ones. Substantial quantities of equipment should be imported in 1964, but credit is an important factor. There is keen competition from Europe (part of the French credit will be used to purchase sugar equipment) and Japan.

Expansion of the telephone, telex and telegraph services, public and private, will require imports in 1964, and in this field U.S. suppliers will meet stiff competition from Swedish, British, Belgian, German and Japanese firms.

Maintain U.S. share

Newsprint imports should increase in 1964, possibly by 10%, and U.S. suppliers are expected to maintain their 20% share of the market. Woodpulp imports will probably decline because of expanding production of bagasse pulp. Requirements for equipment for the artificial fibers and paper products industries should remain at the same general level of recent years.

Chemicals, accounting for nearly 15% of total imports, may decline slightly in 1964 because of the growth of the domestic chemical industry. Some Petroleos Mexicanos (PEMEX) petrochemical plants will expand their output, thereby decreasing certain imports. Permits have been issued for the construction of 22 plants to produce intermediate petrochemical products, which will lead initially to importing certain equipment and eventually to a decline in imports of these products.

Not ready yet

However, few of the new plants will be in operation by 1964, and the U.S. should continue to supply the bulk of chemical imports.

A decrease in imports of synthetic rubber from the U.S., which normally supplies about 60% of Mexico's total imports, may occur because of imports from Brazil under a 1963 arrangement.

Imports of aluminum ingot will be reduced sharply in 1964 as the result of the 1963 inauguration of an aluminum refinery in Veracruz. However, alumina and other raw materials will be imported from the U.S. in place of ingots. Further decreases are expected in imports of semi-finished and finished iron and steel products and of specialty steels, as domestic production rises. However, scrap imports, mainly from the U.S., should increase.

Office machinery imports are expected to increase in 1964, but the volume from the U.S. may decline slightly in view of keen competition from Europe and from some U.S.-owned firms in Mexico. The program for the production of office machinery is not expected to have much effect on imports of most types of office machinery in 1964.

In conclusion, prospects for imports in 1964 are good, but competition is keen. Important shifts in imports will take place as domestic production in major fields, especially automotive vehicles and chemicals, grows. U.S. exporters should watch market developments and foreign competition closely in order to maintain the U.S. share of the Mexican import market.

ESSO'S ITALIAN PROFITS

Gross earnings reported by Esso Standard Italiana in 1963 totaled 320 billion lire ($512 million), an increase of 12% from the preceding year. Sales totaled 10.3 million tons of refined products. The capacity of the Rasiom refinery at Augusta is being increased to 8.5 million tons. The Sarpom refinery at Trecate, in which Esso has a 60% interest, is being increased from 1.6 to about 6 million tons. The 230,000-ton lubricating oil plant at Augusta will go on stream in the near future.

Costa Rica provides U.S. firms with small but expanding market

Entry into Central American Common market stimulates economy; growth of trade with U.S. lags behind general trade increase

By JAMES MAISH, JR.
Commercial Attaché
U.S. Embassy, San Jose

Costa Rica, with its economy bolstered by an accelerated development program and stimulated by its entry into full partnership in the Central American Common Market, represents a small but expanding market for a variety of industrial and consumer goods.

JAMES MAISH, JR.

Trade prospects reflect a slow but steady growth of its gross national product, productive capacity and private consumption.

Although trade with the U.S. has registered an increase in value it has not kept pace with the general trade growth. Opportunities exist for selling many U.S. goods in Costa Rica but American exporters face increasing competition from Japan and Western European countries.

Private consumption is on the increase; and with increased emphasis on industrialization and highway construction there is a growing demand for capital goods. The bulk of imports from the U.S. are of industrial machinery, transportation equipment, construction machinery, and other industrial goods not yet being produced on a significant scale in the Central American Common Market.

Therefore, imports from the U.S. in the next 3 or 4 years are not expected to be displaced by import substitution from the Central American countries.

Pointers for exporters

Individual U.S. exporters can sell successfully in Costa Rica. Insofar as machinery is concerned, equipment offered should not be too advanced in design, with a nominal daily output. Strong competition from Europe and Japan, have forced exporters of U.S. products to adopt aggressive selling techniques. Price and credit terms continue to be key factors.

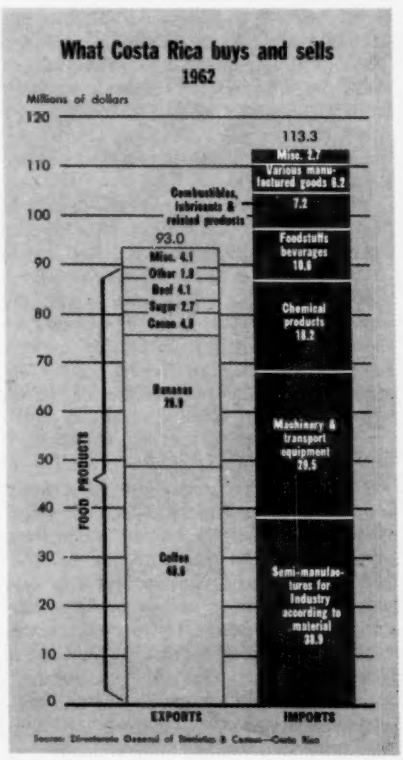
U.S. products frequently are less expensive than competitive products from West Germany, Italy, and Japan, considering quality and length of life, but it is not easy to sell these features.

Medium-term guaranties, insurance and credits offered by the Export-Import Bank are doing much to place U.S. exporters on a more competitive footing regarding credit terms offered.

However, in order to meet this increased competition from other nations, more information about the financing and insurance facilities offered by the Export-Import Bank needs to be disseminated, and the procedure for arranging such financing should be simplified.

Delivery time on machinery and equipment orders from Western Europe reportedly is deteriorating to such an extent that orders are going to the U.S. which otherwise would have gone to Europe.

Reports persist of instances where U.S. companies, which have sold for years to a customer who has amply demonstrated his reliability by making punctual payment, continue to demand either cash in advance or an irrevocable letter of credit.



A local businessman in this position recently was impressed by the following response to an inquiry which he made of a West German firm. Having heard that a certain German supplier could provide a given product of good quality at competitive prices, the Costa Rican businessman sent a letter of inquiry to the German supplier, indicating his requirements. The German company acknowledged the letter immediately by stating that a shipment of the product had been dispatched to him and instructed the customer to arrange credit terms convenient to him.

Overwhelmed by this blind trust, the local customer accepted the shipment and is now seriously considering discontinuing his relationship of many years with his U.S. supplier.

Trade mission scheduled

The scheduled arrival of a U.S. Trade Mission to Costa Rica in 1964 is expected to stimulate U.S. exports to the country. The Mission's visit, however, should not be considered an alternative to more frequent personal visits to this market by U.S. exporters.

A common complaint is that U.S. export managers, when they do come, frequently have a plane reservation to depart in 24 hours—a practice which local businessmen find very disconcerting and which does not fit into the Latin American way of doing business. This allows little or no time for personal visits to the premises of actual or potential customers, which is regarded as extremely important.

A considerable volume of Costa Rican trade is done via public tenders. The Instituto Costarricense de Electricidad (ICE), which is constructing a 70,000 kw. hydroelectric plant on the Rio Cachi and a new modern telephone system for the capital city of San Jose, will continue to be a very important customer for electrical and construction machinery and equipment from abroad in 1964.

The Caja Costarricense de Seguro Social (Social Security Institute of Costa

the author

Mr. Maish was stationed in Asuncion, Santiago, and Managua before being assigned to San Jose in January 1960. He attended the City College of Los Angeles and worked with the Los Angeles City Government before joining the Foreign Service in 1942.

Rica) which has embarked on a hospital construction program will be an important customer for hospital equipment and supplies, as well as commercial laundry installations, during 1964. This entity also purchases a good volume of drugs and medical supplies throughout the year.

U.S. exporters who are interested in participating in public tenders and who are not now represented in Costa Rica should consider locating a suitable business representative in this country. The Government of Costa Rica generally requires that bids be submitted through a local authorized representative.

Costa Rica is initiating a long range program of highway improvement and new construction known as the "Plan Vial" during 1964, financed by the International Bank for Reconstruction and Development and the International Development Association. Individual contracts to be let for bids over a 3-year period will range from $250,000 to $1 million.

New investment needed

The economy of Costa Rica requires a massive infusion of capital investment to achieve the desired growth rate. The mobilization of domestic capital resources remains difficult.

Formulation of the national development plans envisaged by the Alliance for Progress has a high priority in Costa Rica and their approval will affect the level of U.S. aid. A National Planning Office was formed in 1963 and AID already has made $100,000 available for technical assistance, plus a $15,000 grant for training of top planning personnel.

U.S. exporters look forward to good trading year with Yugoslavia

Import controls, though relaxed, still present problems; outlook best for capital goods, licensing and patent accords

By CHARLES YORK

Commercial Officer,
U.S. Embassy, Belgrade

The year 1964 should be a relatively good one for U.S. commercial exports to Yugoslavia. The Yugoslav economy functioned in high gear in the year just ended, and the momentum attained should be carried over into 1964.

Of particular interest to exporters were the increase in Yugoslavia's exports to hard currency markets, her record earnings from tourism (mostly from Western European visitors), a rather substantial augmentation of her gold and foreign currency reserves, a sharp rise in her industrial production, and an across-the-board increase in personal consumption.

The Federal Social Plan for 1964, in which broad targets for the economy are set down, calls for a 5% increase in imports over 1963, indicating that imports should be over $1.1 billion.

U.S. exporters should continue to supply a substantial percentage of Yugoslavia's total purchases. This will depend, however, upon the type of product they have available for sale, and the degree to which they are willing to push vigorously for an increased share of the local market, adopting their sales approach and modifying their policies to account for local conditions and business practices.

The Yugoslav import regime, while substantially liberalized in the recent past, is still subject to a considerable amount of administrative direction and control. Through the medium of exchange allocations, the kind of goods to be brought in from abroad and the area from which they are to be purchased are heavily influenced by the priorities laid down in the Plan.

In practical terms this means that U.S. made consumer goods, except for certain agricultural products, will not find much of a market here; producers of raw materials and semi-manufacturers will do somewhat better; while best prospects of all exist for manufacturers of capital goods, consulting engineers, and U.S. firms willing to sell licensing and patent rights in certain priority areas.

Socialist system

The economic system is socialist; both industry and foreign trade are controlled by socially owned "enterprise." A private sector exists in agriculture and in the fields of crafts and services, but U.S. exporters would have no opportunity for direct sales to this sector. Instead, their market would be found among the enterprises. The latter compete with one another and to a considerable degree market forces play a role in their investment and production decisions.

Thus there is a role here for salesmanship and many U.S. companies have found that with intensive cultivation, Yugoslavia can be a reasonably good market. It tends, however, to be a "price" market and one that requires rather generous credit terms, particularly for larger orders.

Producers of consumer goods will not find Yugoslavia a particularly good market in the year to come, although a continued demand for certain U.S. agricultural products is expected. In the past the U.S. has made large quantities of wheat, cotton, tallow and edible oils, and smaller quantities of lemons, edible beans available through PL 480.

In the year to come these products will again be sold, along with certain additional articles, notably stock-feeds (Yugoslavia has a rapidly developing meat industry) and certain staples such as rice.

Other consumer goods are not expected to be in great demand, Yugoslavia producing much of her requirements herself and purchasing other goods from her bilateral trading partners.

The situation is better with respect to raw materials and semi-manufactures. Items such as industrial and laboratory chemicals, electronic components, synthetic fibers, and cotton yarn should be in greater demand in 1964.

Best prospects

Finally, our best sales prospects are in the field of capital goods. Yugoslav industry has about reached the stage where a wide variety of products can be produced locally. Over the next 5 to 10 years, industry's main tasks will be to increase worker productivity, cut production costs, upgrade quality and concentrate on profitable lines.

U.S.-made capital goods offer obvious advantages in achieving these ends; advantages which are increasingly apparent to Yugoslav buyers.

Particularly good prospects exist for sales of equipment for the petro-chemical industry, for heavy construction equipment and for heavy power-generating equipment.

In addition to direct sales of products, there should be keen interest by Yugoslavs in purchasing licenses and process and production patent rights from U.S. sources.

All in all then, we foresee a reasonably good year for U.S. sales to Yugoslavia. There are no outstanding bilateral commercial problems, the most-favored-nation issue having been settled. U.S. goods enjoy a good reputation locally and are sought after by buyers, and we have traditionally supplied a rather large share of local imports.

Aircraft firm, newspaper and producers of fishing vessels, floor-maintenance machines and piston rings win 'E' awards

U.S. companies push exports, distribute products in 75 foreign markets, overseas sales rise to 77% of total business

The first daily newspaper, the export arm of a large aircraft manufacturing company and manufacturers of commercial fishing vessels, piston rings and floor-maintenance machines were cited at recent "E-for-export" ceremonies.

White House Press Secretary Pierre Salinger presented the "E" award to Eric Ridder, publisher of the *Journal of Commerce*, in a February 4 ceremony in Mr. Salinger's office.

A luncheon ceremony in Hartford, Conn., on January 31st, was the scene of another award as United Aircraft International was cited for boosting overseas shipments of its parent firm's products.

Three new winners joined the more-than-400 U.S. firms that now fly the "E" flag on January 30th. These included the Clarke Floor Machine Co. and the Sealed Power Corp., both of Muskegon, Mich., and the Marine Construction & Design Co. of Seattle, Wash.

► Clarke Floor Machine Corporation of Muskegon, Mich., a division of Studebaker Corporation, manufactures all types of commercial and industrial floor-maintenance machines. The firm started to set up a network of overseas distributors and agents in mid-1959. Over the past 4 years, the company has shipped products into 58 countries and now has 63 distributors or agents overseas.

Commerce aids used

The firm utilized the many aids offered by the Department of Commerce and other sources. By using trade lists, scanning various publications for prospective overseas distributors and other sources of information, it appointed overseas dealers and agents. The company also advertised in export publications.

After a few overseas distributors were established, the firm encouraged them to stock machines and parts so as to give speedy delivery and service. Overseas distributors had literature printed in local languages and floor machine products were displayed at trade fairs.

The firm also discovered a low-cost export container, lowered ocean-freight costs and stocked a complete inventory of equipment geared to European electrical needs.

► *Journal of Commerce*, New York City, a commercial trade paper, published its first edition on Sept. 1, 1827. Since then, the paper has become the daily working tool of many U.S. businessmen seeking to sell and ship their products around the world.

For the past 4 years, the Journal has compiled, updated, printed and distributed thousands of copies of a booklet entitled "Directory of Active Foreign Buyers."

A biweekly, Journal of Commerce International Edition, carries news of U.S. business and products to foreign businessmen. The Export Bulletin, a weekly publication, lists exports from the U.S. by type of merchandise and destination.

► Marine Construction & Design Co. is a Seattle, Wash., firm that designs and produces commercial fishing vessels and mechanical and hydraulic fishing gear. In a few years' time, the firm's export sales have risen to 77% of its total business.

MARCO attributes its export success to several factors: (1) Engineering the correct product for each area after proper research; (2) obtaining distributors that are interested in a product and its effect on the advancement of their country's economy; (3) demonstrating the proper method of use; (4) providing adequate service and parts; (5) working with various U.S. governmental departments in demonstrating American know-how at trade fairs and (6) keeping informed and using aids provided through the Department of Commerce and FCIA insurance in handling credit with the assistance of local banks.

► Sealed Power Corporation of Muskegon, Mich., designs, manufactures and sells piston rings and other related engine parts. The firm attributes the increase in its international organization to effective distribution in 75 foreign markets.

To expand and improve its overseas sales, the firm utilizes trade-contact surveys, trade lists and other aids published by the Department of Commerce. In addition, firm officials regularly travel around the world.

► United Aircraft International of East Hartford, Conn., established as a subsidiary of United Aircraft Corporation in 1947, is responsible for all foreign sales of UAC manufacturing divisions—Pratt & Whitney jet engines, Sikorsky helicopters, Hamilton Standard propellers and aircraft accessories and Norden electronics.

Twenty-two international and foreign flag airlines now fly, or have ordered, jet transports equipped with Pratt & Whitney aircraft engines. Sikorsky helicopters are in use in over 30 foreign countries in both commercial and military versions.

Although worldwide sales to aviation interests are still paramount, certain products are being adapted for other uses. For example, industrial applications of the aircraft jet engine have proven feasible and economically attractive for electrical power generation, marine propulsion and gas transmission through pipelines. New markets for these products are being vigorously explored abroad.

The firm maintains permanent sales offices in England, France and Germany and has dealer representation in 67 countries.

Information center planned as new help to business

A "one-stop" service for businessmen seeking information about U.S. foreign assistance is being established by the Agency for International Development. The Businessmen's Information Center, as it is called, is one of several improvements in service to private enterprise announced by AID Administrator David E. Bell.

The Center is designed to be the focal point for queries about doing business with AID. As part of the Office of Development Finance and Private Enterprise headed by Assistant Administrator Seymour M. Peyser, the Center will provide answers to general queries by businessmen and direct them to appropriate offices for detailed information.

The Center will be located in Room 2926, Department of State, 21st St. and Virginia Ave., NW., Washington, D.C. (Telephone: DUdley 3-8063). In addition, the Office of Development Finance and Private Enterprise will compile a directory for businessmen listing in detail the functions of the Agency affecting business, including names, locations, and telephone numbers of offices handling each function. It will be distributed as soon as compiled and printed.

'Early American' is latest thing in modern Europe

Indigo Americana show takes Continent's shoppers by storm

Early American-styled merchandise is going over big in Europe as a result of department-store promotion.

An Indigo Americana event was staged in November and December 1963 by La Rinascente, leading department store chain in Italy, at stores in Rome, Milan, and Genoa. This promotion centered around a wide selection of fabrics made by Everfast Fabrics of New York.

The Indigo Americana designs were largely developed from museum originals of fabrics used in 18th- and 19th-century America. Original designs were revamped by Everfast in scale and coloring for contemporary use.

Comprehensive displays

An entire floor area of each store was set aside for the event. Included were model rooms with fabrics on furniture, in draperies, bedspreads and other accessories. Special counters offered fabrics by the meter.

Special woven labels—in English, to emphasize the country of origin—were sewn into bedspreads, table cloths and pillow cases. A colored catalogue was sent by the store to all of its charge customers.

This promotion, enjoying comparable success in Harrod's in London and Galeries Lafayette in Paris, will be featured in leading department stores in Belgium and Switzerland this spring.

European department stores have been selling Early American furniture with similar success. Galeries Lafayette in Paris, for example, last October sold over 30 canopy beds.

Men's T-shirts have sold well in Paris at the Prebac stores, a new chain catering to teenagers, and the Inno-France chain of checkout department stores. Evidently the idea of a short sleeve on an undershirt intrigued Frenchmen.

Last October's successful sales of bed-trays and metal TV stands at Samaritaine, a large Paris department store, give further evidence that European customers welcome new things.

Employees switched jobs temporarily

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

EDITOR'S NOTE—Neil Hurley is presently on a trip around the world. The following column is the third of the "overseas series."

Whitley Bay, Northumberland, England—The grey mists whip across the beaches of the promenade into rooms of innkeeper Doris Jefferson's dance hall and tap room, a snake-bite antidote dispensary locally known as the Rex Hotel. Chandeliers swing from ceilings in the bracing gale, which drives and churns from wherever the North Sea breeds its icy blows. Later, the electric fire, when a shilling is placed in the coin slot, will burn two hours, coloring bedrooms, if not heating them, a warming tile-brick, sunset red.

Sir William and Lady Scott this night had made bivouac with a coterie of friends in the Rex lounge. Sir William, a ruddy-faced, handsome man, strong of body, square of chin and quick of mind, was talking British export. Lady Scott is as earthy as a tulip. At the moment the knight's good lady was sipping a Pimm's No. 1 cup, punctuating sentences with devastating nudges to the ribs, smiling as openly, graciously and grandly as the regal flow of water through the nearby mouth of the Tyne River.

This was one of the northeast's nights to be merry, perhaps because it was Monday, and against a backdrop of two huge paintings depicting a costume ball of a recent day in the downstairs dancing room, slightly reminiscent of Sodom and Gomorrah, there was continual expectancy of revelry, broken only by a law enforcing 11 p.m. closing.

Sir William is a lifetime industrialist in the north of England. After 51 years, he has just retired as managing director of a remnant of Armstrong-Whitworth, which was once the largest company in all the world. His firm, still one of the area's large employers of labor, is the exclusive licensee for Blaw-Knox of Pittsburgh, as well as producer for half a dozen other United States manufacturers.

Thirty percent of Armstrong-Whitworth shipments go abroad, which Sir William considers about normal for a British industry.

"This is a good climate for business," he said. "The Government gives an immediate 10% cash rebate on machinery purchased. But because this area is depressed, and to encourage local employment, we may depreciate equipment any time we wish. Some times we write it off in a single year; sometimes in several. The decision is left to those operating the company. We are permitted to add 30% to engineering and development expenses, so in effect we obtain tax reduction even though we have not spent money."

Little flags of Ohio, Illinois and Utah wave throughout the Northumberland trading estates, including Caterpillar, Eimco, Procter & Gamble and Armstrong Cork.

There is a story that an American company once came over to buy part of Sir William's empire. He was anxious to sell and added a sweetener for the division manager. There was one trouble. Employment was low and the works, located in two large bays connected at one end by a crossway, looked as bankrupt and uninhabited as the stands in Boston when the Rangers play.

This problem, says the legend, was solved simply and logically by the manager, who delayed the Americans in inspection travels at the end of the building, while an associate switched employees, including a few friendly workers from another enterprise, back and forth from one bay to the other.

"I don't believe it," said Sir William, but his eyes twinkled and his lips twitched. Lady Scott nudged him in the ribs. Someone called for a pink gin. The chandelier swung precariously, for it was still blowing.

Sounds of chattering typewriters, clicking machines, serious talks mark Tokyo Center show opening

Businesslike atmosphere impresses visitors to 14-day event; inquiries total 230 in first two days; many more expected

Against constant background sound of chattering typewriters, clicking calculating machines and the steady hum of groups of businessmen in earnest conversation, the 14-day U.S. Business Machines Show got under way Jan. 21 at the Trade Center in Tokyo.

Visitors report being impressed by the office-like atmosphere of the exhibition. Adjoining the main entrance is a display by the Friden Co. of tape-fed automatic typewriters which tap out messages of welcome at a speed of 100 words a minute.

Before the show opened, it was estimated that between 7,000 and 8,000 prospective buyers would visit the Trade Center. Present indications are that this figure may well be surpassed.

Exhibitors reported 230 serious business inquiries during the first two days, when nearly 700 persons visited the show.

Asking lots of questions

Most visitors have expressed great satisfaction with the conduct of the show. "Many of the visitors are not here just to look. They stand around and ask questions. They ask for demonstrations and brochures. They ask for prices and delivery dates, and they take down notes," observed Albert Behar, field service engineer of the Davidson Division of the Fairchild Camera and Instrument Corp.

Among visitors to the Trade Center on Jan. 23 was Hal Urmson, manager of international marketing, A. B. Dick Co. Urmson said he was pleased with arrangements that were made for his company's participation.

Urmson noted that the A. B. Dick Co. has been expanding rapidly in recent years and is now an international organization. "Japan is one of our most important countries."

Comments by other exhibitors included the following:

"This has so far been a very successful show and our visitors have included many select and specialized buyers. We are appreciative of the effective operation of this show."—Shozo Saito, chief of the business machine sales division, J. Osawa & Co., Ltd., representative for the Davidson Division of Fairchild Camera & Instrument Corp., Dymo Industries and Bell & Howell in Japan.

"All the visitors have been prospective buyers who are keenly interested in each display. A very effective purchasing mood is prevailing at this show."—Kinya Yamada of IBM Japan, Ltd., which represents IBM World Trade Corp. in the current exhibition.

Visitors to the show also had favorable comments. A representative of the Prince Motorcar Co., one of Japan's major automobile manfacturers, said he had been greatly impressed by the high efficiency of U.S.-made business machines, particularly copying devices. "We should have more shows of this kind," he said.

Show is 'eye-opener'

A visitor from the business machine department of Ichida Co., Ltd., a well-known architectural designing firm, said the current show was an "eye-opener" for him. "I had always thought that American-made business machines were prohibitively priced. On touring this show, I have found that the prices quoted for some of the equipment on display are slightly higher than that for similar-type Japanese machines.

"On the other hand, the American machines are far better designed and appear to be superior in quality. I am particularly interested in microfilm reader-printers and the ones I have seen here are competitively priced," he said.

Joint exhibit set at clothing textile fair in Frankfurt

Western Europe 'ready market' for special fabrics from U.S.

American fabrics which are special or different in style or finish will "always find a ready market" in Europe. Price is not normally the main factor.

A "serious handicap" for the U.S. exporter of synthetic fabrics is, and will continue to be, the EEC Common External Tariff.

This is the story in a nutshell of the outlook for U.S. clothing textiles in Europe. The U.S. Consulate General in Frankfurt reported this recently in connection with the U.S. Government-industry joint exhibit scheduled at the 11th INTERSTOFF Fair May 26-29 in Frankfurt. Featured will be fabrics for spring and summer of 1965.

The bi-annual show—fabrics for fall and winter of 1965-66 will be emphasized at the Nov. 24-27 INTERSTOFF in Frankfurt—"is probably the leading fair for clothing textiles in Europe," the Consulate General reported, and is "the meeting place for fabrics buyers in Europe."

10th fair popular

Over 300 manufacturing exhibitors, eight from the U.S., drew nearly 9,000 buyers at the 10th INTERSTOFF, held Nov. 26-29, 1963. Largest groups of the buyers came from EEC and EFTA countries.

The goods displayed at the 1963 show represented the offerings for the fall-winter season of 1964-65. They included all types of natural and synthetic fibers, chiefly for ladies' wearing apparel, blouses, lingerie and, to a smaller extent, men's outerwear and shirtings.

U.S. exhibitors of non-synthetic fabrics wrote both sample and larger orders, found new sales agents and were generally satisfied, the Consulate General reported.

More information about the show is available from the Frankfurt Fair's U.S. representative: German-American Chamber of Commerce, 666 5th Ave., New York, N.Y. 10018.

NOTHING TO IT: On-the-spot sales were high at the recent Commercial Laundry and Dry-Cleaning Equipment Show at the U.S. Trade Center in Frankfurt (see story below). Many of the orders placed were for heavy equipment, which presented no loading or unloading problems—as the photo demonstrates.

Laundry equipment show in Frankfurt brings high sales

Orders through end of year expected to be $4.3 million

Orders booked at the recent Commercial Laundry and Dry Cleaning Equipment Show at the Trade Center in Frankfurt total $832,075. Sales resulting from the exhibition are expected to reach $4.3 million by the end of this year.

The future sales estimate is based on predictions of only 18 of the 35 U.S. firms which participated in the Nov. 26-Dec. 6 show.

Fourteen of the 35 companies were new to the German and European market. Trade visitors at the show numbered 818, with non-trade visitors totaling approximately 1,000.

In addition to reporting good sales results, several firms were able to line up new or additional agents or distributors. Fourteen German agents or distributors and one German licensee were signed during the show.

Fourteen agents or distributors were also signed for Belgium, Luxembourg, Sweden, Norway, Austria, Italy and the Netherlands. One licensee was signed for Italy.

Electronic components show held at Frankfurt Center

Eight U.S. firms exhibiting at the Advanced Electronic Components Show at the Frankfurt Trade Center booked orders totaling $178,000 during the first week.

One hundred U.S. firms were being represented by 31 exhibitors at the Jan. 14-24 show. Trade visitors for the first week numbered 675, with the total number of visitors reaching 780.

Seven of the participating U.S. firms were new to the market in Germany and Western Europe; 10 exhibitors sought 53 agencies-representations in 22 countries, including West Germany.

Additional information about U.S. Trade Centers is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Chance to display, sell U.S. goods overseas every day

Export promotional activities by Trade Centers, Missions, fairs scheduled thruout year

The display and sale of U.S. goods overseas will be featured at Department of Commerce sponsored Trade Centers, Trade Fairs, and by U.S. Trade Missions every day of the year around the world. Dates for scheduled export promotional events are shown in the calendar on the next page.

Trade Centers limit their exhibits to specific product lines and advertise their showing among potential overseas buyers.

Commercial Trade Fairs are sponsored in areas that a trade survey indicates present a good potential market, and are widely advertised locally.

Inter-agency Trade Fairs are often held in developing or Soviet bloc countries, and must conform to the Fair theme.

U.S. Trade Missions carry with them specific business proposals and Mission members attempt to establish a direct contact with interested foreign firms. Mission reports are published in this magazine.

Inquiries about any of the activities may be addressed to a local Department of Commerce Field Office, or directly to the Department of Commerce, Attention, Bureau of International Commerce, Office of International Trade Promotion, Washington, D.C. 20230.

U.S. business discouraged from entering Leipzig Fair

The United States Government is continuing its policy of discouraging U.S. business, including foreign subsidiaries and affiliates, from participating in, or attending, the annual trade fair in Leipzig, East Germany, the U.S. Department of Commerce has announced.

The Fair is scheduled for March 1-10.

Applications for licenses to export commodities for exhibit or use at the Leipzig Fair will be disapproved by the Office of Export Control of the Department's Bureau of International Commerce. In addition, requests for authorization to re-export U.S.-origin commodities for exhibition or use at the Fair will be rejected.

Export expansion dates

Feb. 5 - March 6—BANGKOK Trade Center—auto, truck and accessories*

Feb. 11 - 21—FRANKFURT Trade Center—high fidelity components *

Feb. 26 - March 27—TOKYO Trade Center—agriculture (USDA)

Feb. 22 - March 22—VENEZUELA—Industrial development mission

Feb. 22 - March 27—AUSTRALIA-NEW ZEALAND—Industrial development mission

Feb. 28 - March 20—TRIPOLI—International Trade Fair (inter-agency)

Feb. 29 - March 27—GERMANY—Building supplies trade mission

March 1 - 7—MILAN Trade Center—air conditioning and refrigeration

March 2 - 20—LONDON Trade Center—agriculture (USDA)

March 9 - 17—UTRECHT—Royal Netherlands Industry Fair (commercial)

March 15 - April 7—BAMAKO—U.S. National exhibition

April 8 - May 1—BANGKOK Trade Center—women's fashions

April 9 - 29—OSAKA—International Trade Fair (commercial)

April 12 - 27—MILAN Trade Center—agriculture (USDA)

April 14 - May 1—TOKYO Trade Center—food processing equipment *

April 21 - 30—FRANKFURT Trade Center—photographic equipment

April 21 - May 1—LONDON Trade Center—electronics for patient care

April 30 - May 17—CASABLANCA—international trade fair (inter-agency)

May 2 - 30—FINLAND—Trade development mission

May 9 - June 5—UNITED KINGDOM—Electronics trade mission

May 12 - 22—MILAN Trade Center—photographic equipment

May 16 - June 1—PARIS—International Trade Fair (commercial)

May 26 - 29—FRANKFURT—Interstoff—clothing textiles

May 26 - June 5—LONDON Trade Center—office machines (local, tentative)

May 26 - June 5—FRANKFURT Trade Center—clinical and diagnostic electronics

May 26 - June 12—TOKYO Trade Center—commercial laundry and dry cleaning

May 27 - June 19—BANGKOK Trade Center—audio-visual equipment (local, tentative)

June—MILAN Trade Center—advanced electronic components (local, tentative)

June 1 - 15—BARCELONA—International Samples Fair (commercial)

June 5 - 14—ZURICH—6th Swiss Import Fair (commercial)

June 8 -23—POZNAN—international trade fair (inter-agency)

June 16 - July 7—TEL AVIV—International Trade Fair (commercial)

June 24 - July 2—FRANKFURT Trade Center—computers (local, tentative)

June 30 - July 21—ALGIERS—U.S. national exhibition

July 7 - 24—TOKYO Trade Center—advanced electronics

July 9 - 17—LONDON Trade Center—industrial and mine safety equipment

July 15 - Aug. 14—BANGKOK Trade Center—metal-working equipment (tentative)

July 18 - August 22—CENTRAL AMERICA—Trade and industrial development mission

Aug. 20 - Sept. 20—IZMIR—international trade fair (inter-agency)

Aug. 21 - 29—FRANKFURT Trade Center—industrial safety equipment (tentative)

Aug. 24 - Sept. 4—TOKYO Trade Center—agriculture (USDA)

Aug. 25 - Sept. 20—DAMASCUS—international trade fair (inter-agency)

September—MILAN Trade Center—packaging machinery (tentative)

Sept. 1 - 11—LONDON Trade Center—heating, ventilating and air conditioning (tentative)

Sept. 5 - 20—ZAGREB—international trade fair (inter-agency)

Sept. 8 - 22—BRNO—international trade fair (inter-agency)

Sept. 10 - 23—BARI—Levant International Trade Fair (commercial)

Sept. 13 - 20—VIENNA—International Fall Trade Fair (commercial)

Sept. 13 - 27—PLOVDIV—International Fair of Plovdiv

Sept. 16 - Oct. 16—BANGKOK Trade Center—building materials (tentative)

Sept. 17 - 27—HELSINKI—International Trade Fair (commercial)

Sept. 19 - Oct. 4—BERLIN—German Industries Fair (commercial)

Sept. 25 - Oct. 3—FRANKFURT Trade Center—teaching aids (tentative)

Sept. 29 - Oct. 9—LONDON Trade Center—food processing equipment (tentative)

October—MILAN Trade Center—machine tools (tentative)

October—GREECE—Trade development mission (tentative)

October—YUGOSLAVIA—Trade development mission (tentative)

Oct. 2 - 9—STOCKHOLM—Technical Fair (commercial)

Oct. 6 - 23—TOKYO Trade Center—sporting goods (tentative)

Oct. 25 - 29—DUSSELDORF—Igedo—fashions (commercial)

Oct. 26 - Nov. 20—LONDON Trade Center—agriculture (USDA)

November—MILAN Trade Center—boating accessories (tentative)

November—MONTEVIDEO—U.S. national exhibition (may possibly be in International Industries Fair)

November—GUATEMALA—U.S. national exhibition

November—DAR-ES-SALAAM—U.S. national exhibition (tentative)

Nov. 4 - 11—FRANKFURT Trade Center—office equipment (tentative)

Nov. 11 - Dec. 11—BANGKOK Trade Center—commercial refrigeration and air conditioning (tentative)

Nov. 17 - Dec. 4—TOKYO Trade Center—food packaging and wrapping equipment (tentative)

Dec. 1 - 31—COLOMBO—Ceylon Industrial Exhibition (inter-agency)

Dec. 8 - 18—LONDON Trade Center—electronic measuring or control devices (tentative)

Dec. 9 - 17—FRANKFURT Trade Center—home maintenance and repair (tentative)

January 1965—PHILIPPINES—Industrial machinery trade mission (tentative)

* Fully booked

Third annual LAFTA conference negotiates 800 tariff concessions

Chile, Colombia, Peru, Uruguay granted special advantages; groups named to coordinate commercial and economic policies

By JEANNINE GIFFIN and RICHARD P. RICE
American Republics Division, BIC

The Third Annual Conference of the Latin American Free Trade Association (LAFTA) held in Montevideo between October 1 and December 31, 1963 reportedly concluded negotiations on some 800 tariff concessions, granted special advantages to Chile, Peru, Uruguay and Colombia and took action toward the coordination of commercial and economic policies among LAFTA countries.

The number of concessions negotiated during the conference fell far below the number of cuts made during the first and second conferences. Duties reduced during the first session numbered 2,450, while the second session boosted this number to about 7,500. It is uncertain whether the number of concessions met the requirement of the Montevideo Treaty that reductions be the equivalent of not less than 8% of the weighted average of duties and charges.

An analysis of the trade value of the concessions has not yet been made, but firms desiring information on individual tariff concessions may request information from the American Republics Division, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Concessions

Special concessions were granted Chile, Peru, Uruguay and Colombia as countries of medium development because they reportedly lose their share of foreign investment to the other LAFTA members. Capital, they declared, has been attracted either to the more developed countries (Brazil, Argentina and Mexico) due to their naturally large internal markets, or to the less developed countries (Paraguay and Ecuador) because of special LAFTA concessions which give investors potential access to the whole bloc.

Therefore, the conference accepted a resolution encouraging LAFTA members to adopt measures in favor of the 4 countries, including measures to "stimulate the establishment or expansion of specific productive activities in relation to which the respective national markets are insufficient or the development of which is of interest to the entire zone."

Other special advantages were granted the 4 countries by the resolution. More gradual reduction of duties on goods involved in complementation agreements would be permitted and immediate fulfillment of country of origin requirements in intra-zone trade would be postponed for these countries. Additional measures and programs not specified in the resolution are to be formulated by the Permanent Executive Committee for presentation to the next annual conference.

Policy coordination

The program to coordinate commercial and economic policies, to be carried out in different phases, will concentrate first on the harmonization of foreign trade regulations. Various studies are being conducted on the possibility of establishing a common external tariff.

An Advisory Commission on Customs Matters was assigned to identify and compare customs tariffs and restrictions applied to imports in each country, and to study possible conversion of present customs tariffs and charges into an ad valorem rate structure based on CIF values. These studies would also be used to adapt the NABALALC, an adaptation of the Brussels Nomenclature, in a form suitable for a common tariff for the LAFTA countries.

In addition to the Advisory Commission on Customs Matters, the Advisory Commissions on Industrial Development, Monetary Matters and Agricultural Matters have been directed to identify and study the problems resulting from coordination and harmonization of economic and commercial policies in their respective sectors.

A Special Commission, to be created by the Permanent Executive Committee of LAFTA, will report to the Fourth Annual LAFTA Conference after analyzing the results of the studies carried out by the several Advisory Commissions.

To harmonize policies with regard to the handling of foreign capital, the Special Commission will also consider information from member countries regarding juridical and exchange treatment of foreign capital. The information is to include: treatment of foreign investors' income; transfer abroad of funds related to investment; imports of machinery, merchandise and equipment; and eventual restrictions on the employment of foreign capital in domestic economic activities.

Agricultural studies

The Advisory Commission on Agricultural Matters has been directed to undertake several studies on coordinating agricultural development programs within the zone. Methods of stimulating regional trade and regional exports of agricultural products will be explored, along with ways to increase intra-zone trade in primary products.

The conference called for examination of seasonal production factors with the aim of increasing trade through more agricultural complementation. Priority criteria are to be established for sectoral meetings on agricultural products.

The present structure of livestock and agricultural production in each LAFTA country will be analyzed, emphasizing production, distribution and commercialization.

The conference granted Ecuador authority to slow its program of tariff reductions. The special regulation applying to Ecuador provides that the required 8% annual reduction of tariffs need not be complied with until 1966. However, beginning with the Annual Conference in 1966, reductions must be negotiated which will result in the substantial elimination of tariffs during the period set for all LAFTA members, ending in 1973.

As one of the relatively less developed countries, Ecuador was also granted permission to enact protectionist measures for 5 years against certain imports if they compete with industries newly established in the country. The following manufactures may be protected by non-discriminatory measures: sulphuric acid, surface-active agents for washing and other derivatives; mineral fertilizers or nitrogenated and compound chemicals, except sodium nitrate and sodium-potassium nitrate; iron and steel in rods; agricultural

machinery and implements, including hand tools.

The negotiation of items on the common schedule will take place at a special conference in May. The conference will mark the first time the common schedule has been considered, falling just within the 3-year time limit specified in the Treaty of Montevideo. Negotiations of the common schedule are to take place once every 3 years, as opposed to the national schedule which must be negotiated annually.

Inclusion of items on the common schedule is an irrevocable act. The treaty requires that by 1973 substantially all commodities traded in the LAFTA area must be listed on the common schedule and the duties on these commodities eliminated.

The next annual LAFTA conference will be held at Bogota from October 5 to November 20.

IDA credit helps 2 key Syrian roads

Contractors to be selected thru international competitive bids

The International Development Association, an affiliate of the World Bank, has given Syria a credit equivalent to $8.5 million for highway development. The credit will help to finance the improvement of 2 of the most important highways in Syria: the road from Damascus to Aleppo, the country's principal north-south trunk highway, and the road from Aleppo to Raqqa, the transport route for produce coming from the main agricultural areas in the east.

The road improvement works will be carried out by contractors selected on the basis of international competitive bidding. The program will include procurement of maintenance equipment and installation of proper repair facilities.

IDA funds will also finance consultants' services for a program to reorganize and strengthen the Department of Highways and Bridges, and for an overall survey of the country's roads to serve as a basis for future highway investment.

These consultants will also prepare the final survey and design of about 375 miles of roads, to be selected on the basis of the survey, for construction and improvement in the road program's next phase.

West Pakistan plans heavy industrial machinery complex

Development officials invite U.S. participation in venture

The West German firm of Salzgitter Industreibau Gelsellschaft, MBH, recently prepared a feasibility report for the West Pakistan Industrial Development Corporation (WPIDC) outlining the technical and economic possibilities of establishing a heavy machinery complex in West Pakistan.

The study, published in English, briefly analyzes Pakistan's present and future import requirements for heavy machinery needed to reach the production goals set forth in Pakistan's Second Five Year Plan.

While recognizing that the importation of certain specialized machinery and equipment must continue if the Five Year plan's goals are to be fulfilled, the report attempts to define the categories and value of heavy machinery which could be manufactured by an industrial complex in West Pakistan. These include locomotives, road building and earth-moving machinery, special vehicles, cement plant and sugar mill equipment, conveyor equipment, special industrial storage containers for fertilizer factories and refineries, and boilers and heat exchangers.

Based on an annual initial productive capacity of $25 million, the report estimates that production of heavy components and equipment by such a complex could result in an annual foreign exchange saving of $10 million for Pakistan.

According to Salzgitter's estimate, the establishment of the complex would require a total investment of $52.5 million, of which $31.5 million would be in foreign capital and $21 million in local currency. The report also considers such problems as the training of skilled labor, utilization of experience gained on other projects, and production under licensing agreements.

The WPIDC intends to promote the establishment of a heavy industrial complex on the basis of this report. WPIDC authorities have indicated their interest in private U.S. participation in the venture, either by a single U.S. firm or by several U.S. firms in a joint undertaking with Pakistan firms.

Further details may be obtained by writing Mr. M. A. Basith, General Manager (Heavy Industries), West Pakistan Industrial Development Corporation, Kutchery Road, Karachi 4, Pakistan, or the Pakistan Embassy, 2315 Massachusetts Avenue, NW., Washington, D.C. 20006.

UAR to build $115 million petrochemical project

A new petrochemical complex for the United Arab Republic is now in the advanced planning stage. To be located either in Alexandria or Suez, the proposed $115 million project is reported to be the country's largest industrial undertaking except for the Aswan High Dam.

It is anticipated that the Suez Oil Processing Company's (formerly the Nasr Petroleum Manufacturing and Petrochemicals Company) fuel oil coking plant, now under construction, will produce 120,000 tons of light naphtha annually, for use as the base stock for petrochemical production.

Products and tentative annual production capacity contemplated for the project include the following: polyethlene—10,000 tons; polyvinyl chloride—15,000 tons; polybutadiene—8,000 tons; B.U.C. (25%)—1,800 tons; acrylonitride—5,000 tons; phenol—6,600 tons; caprolactum—2,300 tons; ammonia—50,000 tons; and calcium nitrate—200,000 tons. Also included is a cracking plant to convert the naphtha into raw hydrocarbons for the synthesis of these products.

Feasibility studies on several parts of the project have been completed by Vickers-Armstrong of England and SNAM-Progetti (a subsidiary of Italy's ENI). A number of foreign firms are currently discussing licensing and technical agreements as well as joint venture arrangements with the UAR Five Year Plan Authority. The Authority has indicated such arrangements may be on a 50/50 basis.

Tenders on the project are expected to be issued shortly, with production currently scheduled to begin in late 1967.

Further information may be obtained from the General Organization for Executing the Five Year Industrial Plan, 6, Khalil Agha Street, Cairo.

Foreign sales financed by AID cover 47 states

Economic aid traced in year-end summary to states' production

Foreign sales totaling $298.3 million, generated through the Agency for International Development program of economic aid in developing countries, were traced to production in 47 states during 1963, according to a year-end summary announced by AID.

Exports of this type result from AID policies directing most overseas commodity expenditures to the United States economy—more than 80 percent currently sent in the form of American-produced goods rather than dollars.

Of the 47 states sharing AID-financed orders last year, 30 had more than $1 million value each. Top producers were New York with $43.6 million, Pennsylvania with $25.6 million, and Michigan with $25.4 million.

The report showed more than $30 million recorded during December. The figures represent purchases in the U.S.—through development loans and grants administered by AID—of goods essential to the development of nations being assisted. Sales involve both materials and equipment for capital projects and a variety of non-project commodities which help stimulate industrial output and commercial expansion in the countries' economies.

Procurement by the foreign firms or agencies is made through competitive bidding procedures in regular commercial channels. However, AID assists prospective American suppliers with procurement data.

U.S. suppliers sell record AID-financed commodities

American suppliers sold an all-time high of 84 percent of all commodities financed by the foreign economic aid program during the first quarter of fiscal year 1964.

An Agency for International Development summary for the quarter—July-September 1963—shows that of a total of $310.2 million in AID expenditures, $259.4 million went to U.S. firms.

Iron and steel mill products led the various commodity groupings with $52 million in sales. Eighty-two percent ($42 million) went to U.S. suppliers. Other commodities involving large expenditures during the quarter included chemicals, electrical apparatus, industrial machinery, petroleum and products, motor vehicles, engines and parts, railroad transportation equipment, construction, mining and conveying equipment and nonferrous metals and products.

The major share of the commodities was sold to countries in the Near East and South Asia ($181 million). India was the top purchaser with orders totaling $76 million. The U.S. share of business with countries in this region was 93 percent.

Other regional totals, including the U.S. percentage were: Far East, $86 million, 58 percent; Latin America, $28 million, 99 percent; Africa, $10 million, 86 percent; and Europe $4 million, 85 percent.

The quarterly summary includes commodities financed under economic aid programs administered by AID and does not include programs such as military assistance, Food for Peace and Export-Import Bank loans. In addition to these expenditures for commodities, the economic assistance programs involve disbursements for service contracts and other activities which also go predominantly to U.S. firms and institutions.

Tariff Commission probes titanium dioxide imports

The Tariff Commission, upon Treasury Department advice that titanium dioxide from Japan is being or is likely to be sold in the U.S. at less than fair value, has instituted an investigation under the Antidumping Act.

The investigation will determine whether an industry in the U.S. is being or is likely to be injured or is prevented from being established because of the importation of titanium dioxide into this country.

No hearing has been ordered in connection with this investigation. Interested parties may, within 15 days of publication of this notice in the Federal Register, request that a public hearing be held, stating reasons for the request.

Written statements must be filed with the Commission not later than February 26.

More information

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington, D.C. 20250. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington, D.C. 20523. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington, D.C. 20523. Telephone: DUdley 3-8363.

Nicaragua gets loan to purchase U.S. equipment for grain storage

The Export-Import Bank of Washington has authorized a $1.2 million Alliance for Progress credit to Nicaragua to purchase U.S. equipment for grain storage.

The credit is in favor of the Instituto Nacional de Comercio Exterior e Interior (INCEI)—an entity of the Nicaraguan Government.

In order to provide adequate grain storage facilities, INCEI has embarked upon a two-phase program to increase the country's storage capacity by 30,000 metric tons. The subject credit will finance the first phase and will provide facilities for 14,750 metric tons.

According to present planning, new storage points will be located at or near five cities—Chinandega, between Sebaco and San Isidro, Acoyapa, Leimus Del Marco, and Bluefields.

The new grain storage capacities will be an essential support both to Nicaragua's economy and to its plans for agricultural improvement and diversification.

The loan is to be repaid over a period of five year commencing in 1966.

Venezuelan Government moves towards virtual unification of exchange rate system

Commercial banks now permitted to sell dollars to public; rate applies to import payments on controlled, essential list

The Venezuelan Government under decrees 1159 and 1160 has virtually unified its exchange rate system.

Under the new system, commercial banks now may sell dollars to the public for all purposes at the rate of 4.50 bolivares per dollar. This rate is also applicable to payments for imports included in a reduced list of controlled, essential imports, but importers receive a subsidy of 1.15 bolivares per dollar so that in effect the cost of importing items in this list remains at 3.35 bolivares per dollar.

New controlled list

The new controlled list has substantially fewer items than the old list, and now represents about 10% of total Venezuelan imports. The list is as follows:

022-02-02-1-Whole or powdered dry milk; 029-09-03-Dietary or medicinal milks; 041-01-00-Unmilled wheat and spelt; 054-02-01-Dried beans, black beans; 054-02-02-4-Peas; 081-04-01-Fish meal; 231-01-03-Natural rubber and gums;

231-02-00-Synthetic rubber, other rubber substitutes; 251-02-00-Wood, straw, fiber, rag pulp, mechanical or chemical; 292-05-00-Seeds; 412-04-00-Peanut oil; 512-09-18-1-Organic compounds for the manufacture of insecticides, fungicides; 541-01-00-Vitamins, preparations of vitamins 541-02-00-Bacteriological products, serums, vaccines, whether or not prepared as medicines;

541-03-00-Penicillin, streptomycin, other antibiotics; 541-09-02-2, 541-09-03-3, 541-09-04-5-Insulin, insulin preparations; 599-02-02-1-Fungicides, herbicides, raticides; 599-02-02-2-B-Insecticides in containers of more than five liters; 641-19-10-3-Cardboard, bleached, or unbleached for use in manufacture of containers for dairy products, fruit juices; 681-07-01-1-Tinplate, printed or lithographed; 681-07-01-9-Tinplate, unspecified; 712-01-00-Machinery, mechanical utensils for agriculture, animal husbandry; 713-01-01-1-Assembled agricultural tractors whose weight does not exceed 6,000 kg. net; 716-01-03-Pumps for water, other liquids, for agricultural use; 716-13-05-2-Devices for spraying or atomizing liquids or powders, for agricultural use.

Annual quotas may be established for the above items. The importer must present proof of importation and payment. If the importer makes payment in installments, reimbursement by the Central Bank will also be in installments.

The Central Bank will provide exchange for imports on the old controlled list at the rate of 3.35 bolivares if: (1) they arrived prior to January 1; (2) they were covered by consular invoices visaed within 10 days after January 18 or (3) they were covered by irrevocable letters of credit issued by banks established in Venezuela and dated prior to January 18.

Not available

In no case will the controlled exchange rate of 3.35 bolivares be made available for payments for imports eliminated from the old controlled list, if these arrive after the end of 1964.

A number of special purchase rates for the dollar were also established. The Central Bank now purchases dollars that the petroleum and mining companies sell to cover their local costs at the rate of 4.40 bolivares (formerly Bs. 3.09). The Central Bank now also buys dollar proceeds from exports of coffee and cocoa at the rate of 4.485 bolivares.

Imports of automobiles restricted by Indonesia

Indonesia has taken steps to restrict import of automobiles.

The retensi—five percent of foreign exchange proceeds exporters have been permitted to retain for nearly unrestricted use—can no longer be used to import any type of passenger sedan, including those in a knocked-down or semi-knocked-down condition.

In addition, government officials or others sent abroad to study after January 1 will not be permitted to import motor vehicles free of import tariffs and other import duties.

This is the first restriction on the use of the retensi since it was introduced with the trade and exchange reforms of May 26 (See INTERNATIONAL COMMERCE, June 24). While the retensi may be used for authorized invisible transactions and (with this exception) the import of all types of commodities in Groups I (essential items), II (semi-essential items) and III (luxury items), it has been used chiefly to import Group III items for which the government has been unwilling to allocate official foreign exchange.

Korea amends customs law; some tariff rates revised

The Republic of Korea has amended its Customs Law and revised tariff rates on a number of commodities.

The new changes became effective January 1 and are reportedly intended to strengthen customs collection procedures and to afford customs officials a more uniform method of classifying imports for tariff purposes.

Readjustments in the tariff rates resulted in increased duties on many commodities and lower rates on a number of others. Tariffs were lowered on certain raw materials and other imports considered essential for Korea's economic growth. For example, as a means of encouraging stock raising in Korea, spawn and semen (previously 35 percent ad valorem), green manure and pasture seed (previously 15 percent), and silkworm eggs (previously 10 percent) are now entered duty free.

Lowered rates of from 5 to 20 percent are provided for such items as kraft paper, litmus paper masters, and high carbon steel rings, imported in semi-finished form to be processed into finished products.

Increases, amounting to as much as 50 percent of the already high tariff rates for some imports, have been imposed on luxury-type products such as bananas, felt hats, and fountain pens.

Another change is the designation of 74 import commodities, which are to have ad valorem duties levied on the basis of the current domestic market (wholesale) prices instead of the previously used c.i.f. values.

Additional information on these and other changes effected by the amendments is available from the Far Eastern Division, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Vietnam Government gives priority to agricultural exports

Farm products encouraged to earn more foreign exchange

To encourage export of farm and agricultural products to earn more foreign exchange, the Government of South Vietnam has called for the export of 3,000 live hogs to Hong Kong by offering a premium of 25 piasters, or 10 piasters more than the previous maximum, for each dollar earned through such exports. (Exchange rate fo rexports is 60 piasters to U.S.$1.)

The high export premium is to bridge the gap between the Hong Kong and internal prices. Hog exports earned some US$2 million in both 1960 and 1961.

Rice outlook favorable

In support of this program, the Government hopes to export 300,000 metric tons of rice in 1964. During the first six months of 1963, rice exports totaled slightly more than $22 million compared with only $9 million and $15 million respectively for the full years 1961 and 1962.

The present outlook for rice exports is good and South Vietnam will probably have no difficulty in marketing its surplus this year. The declining wholesale price and the difficulties of rice collection during certain periods of the year, however, have forced the Government to assure its stock from the new crop by signing guaranteed price contracts with exporters and country buyers.

Rubber export earmarked

The third commodity earmarked for increased exports is rubber. However, the present export duty of 40 percent of the f.o.b. price, which has remained unchanged for a number of years despite a 30 percent decline in rubber prices since 1960, hinders sales abroad especially in those markets where synthetic rubber has become a major competing item.

The Government plans to rectify this weak export position by reducing the duty to possibly 25 percent. Later, a new rate is to be established which will vary directly with the fluctuating world price of rubber.

Austria relaxes customs on textile imports

The Austrian Minister of Finance has relaxed customs invoice requirements for the importation of textiles.

This action was taken as a result of complaints by Austrian importers against the burdensome provisions of a new regulation issued last August which provided that customs invoices for textile fabrics contain the following information:

a) type of fabric (e.g., cotton, lambs wool—for mixed fabrics the blended ratio must also be given);

b) width of fabric;

c) weight per square yard.

In addition, invoices for cotton and artificially man-made fabrics must also contain:

d) fibre count per square meter of the fabric;

e) yarn fineness number;

f) type of fabric adhesion (e.g., linen, twill, satin);

g) fabric preparation (e.g., mercerized, sanforized, non-iron, crease-resistant, water repellent—for printed fabrics the type of impression and number of imprinted colors utilized must also be included).

The more moderate regulation applies the stringent provisions of 'd' through 'g' only to printed cotton fabrics for inner and outer apparel. Freed from these requirements are general shipments of fabrics in postal traffic and freight shipments of 300 square yards or less. For shipments of this type, it is sufficient to observe only provisions 'a' through 'c'.

Bolivia approves rules for iron exploitation

The Bolivian Chamber of Deputies has given legislative approval to a bill setting forth conditions for joint private-government exploitation of the Mutún iron ore deposits located near Puerto Suarez on the Brazilian border.

The ore is of 50-55 percent grade and estimates of quantity run up to 50 billion tons, possibly the world's largest single deposit. The decree also includes manganese deposits located in that same vicinity.

The decree invites proposals from private organizations for the joint exploitation of the deposits. The Government of Bolivia will be represented by the Banco Minero, which is authorized to accept not less than 30 percent of control of the joint enterprise. In addition to mining and concentrating the ore, this enterprise is also required to construct roads, railroads and other necessary complementary facilities and industries.

Honduras revamps income tax law

Overall tax structure not greatly altered by newly-enacted decree

A new income tax, which does not greatly alter the overall tax structure, has been enacted in Honduras.

The new Decree-Law 25 replaces the income tax law of 1955. The old tax range was from 3 percent to 30 percent; the new is from 3 percent to 40 percent.

The net taxable income of resident natural and juridical persons is subject to a progressive tax scale as follows (1 lempira equals $0.50):

(Annual net taxable income in lempiras)—0.01 to 5,000—3%; 5,000.01 to 10,000—5%; 10,000.01 to 20,000—9%; 20,000.01 to 50,000—12%; 50,000.01 to 100,000—14%; 100,000.01 to 200,000—21%; 200,000.01 to 500,000—27%; 500,000.01 to 1,000,000—34%; 1,000,000.01 and over—40%.

The new income tax law provides a separate progressive tax scale for natural or juridical persons who are not residents of the country: The scale, in lempiras, is as follows: 0.01 to 10,000 at 5 percent; 10,000.01 to 20,000 at 7 percent; and 20,000.01 and up, as shown above.

Items regarded as gross income and deductions allowed from gross income are essentially the same as those of the previous law. However, in certain cases the new law specifies that deductions may be only if the funds are held by Honduran institutions or by those companies meeting certain requirements, for example, amounts received as insurance are not considered as gross income and hence are not subject to income tax providing the source of said funds is a Honduran institution.

For calendar year taxpayers, both resident and nonresident, the new rates apply to all income received after January 1. Fiscal year taxpayers whose fiscal year terminates during any month of 1964 are subject to the new rates only for that period of their fiscal year which occurred during 1964.

Airport fee levied

Passengers departing from Djakarta, Indonesia's Kemajoran Airport on either an international or a domestic flight are being charged a Rp 500 airport fee. For international passengers the fee converted at the tourist exchange rate is equivalent to US$1.59.

Mexico enacts profit sharing program determined on company's taxable income

Law provides 20 percent of profits to be distributed to employees; new businesses, necessary industries, charitable organizations exempted

Mexico's profit sharing program, evolved by the National Profit Sharing Commission after a year of study and work, became law on January 1.

The first actual profit sharing will not take place until April or May and will be based on 1963 profits.

The Law provides that 20 percent of a company's profits, which are determined under the law to be subject to profit sharing, must be distributed among employees. The base which is to be used in calculating the amount of profit realized by a company is the taxable income, as determined by the provisions of the Mexican Income Tax Law.

The base to be used in profit sharing is determined by deducting (1) 30 percent from the net profits of a company, i.e., after payment of income and excess profits taxes, and (2) an adjustment or corrective factor which is calculated on the relationship existing between the working capital of each firm and its annual payroll.

The 30-percent deduction is allowed the investor as a reasonable interest for payment of dividends, additions to capital, surplus, capital reserves, and reinvestments in plant and equipment. The corrective factor is based on the variable ratio between the value of invested capital and the value of labor inputs as reflected in the wages and salaries paid by the firm, i.e., the number of times the firm's capital exceeds wages and salaries.

The higher this ratio, the larger is the allowable percentage deduction. This percentage ranges from 10 to 80. The resultant figure, after the above mentioned deductions, is the net profit sharing base or the shareable profit. Twenty percent of this net profit belongs to the employees as their share of the company's profits and 80 percent belongs to the stockholders. It is estimated that the employees' participation in the company's net profits (after taxes) under the profit-sharing formula will range between 2.8 and 12.6 percent.

Exempt from profit-sharing under the new law are (1) New businesses for a period of two years, (2) new and necessary industries for four years, and (3) charitable organizations. The law also stipulates that the right of the workers to participate in company profits does not imply the power to intervene in the direction or administration of the company.

For details . . .

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230, or as indicated in individual stories.

Ecuador imposes price controls on medicines

Price controls on both locally-produced and imported medicines and pharmaceuticals were established by Government of Ecuador Executive Decree No. 906.

The decree sets up a National Price Control Board for Medicines (DINAMED) which has power to fix and enforce prices, to establish lists of basic generic products for imports, and to register laboratories operating in the country and all pharmaceuticals according to their actual production or capability of being produced in Ecuador.

Importation of generic medicines is to be effected by DINAMED through public bids with preference being given to those firms agreeing to undertake production in Ecuador within two years. Imports of products similar to those which may be made in the country will be prohibited.

Registration of trademarks for generic products is not required. Government agencies can buy generic, rather than brandname medicines.

Imports of drugs, medicines, and pharmaceutical preparations into Ecuador in 1962 totaled $5.6 million, or about 6.6% of total imports of $84.3 million. U.S. firms supplied about half of Ecuador's drug imports that year.

Limited price controls established in Finland

The Finnish Government has set up price controls on certain basic consumer goods and services.

These controls are to remain in force through July in order to restrain unjustifiable price rises which might otherwise have been made under the cover of price adjustments resulting from the revised sales tax.

The new sales tax went into effect January 1. (See INTERNATIONAL COMMERCE, Jan. 27, p. 47). This decree supersedes controls instituted in November 1962 in anticipation of the 1963 currency reform.

Prices in effect in November 1963 are to serve as a base for the prices covered by the controls of January 1. The only increases in prices which will be allowed are those brought about by changes in the sales tax law.

Indian Government lowers goatskin export quota

"Established shippers" of raw goatskins have become eligible for export quotas of up to 55 percent of their best export year during the "basic period," 1954-58, according to a Government of India announcement.

The comparable quota for 1963 was 60 percent and for 1962 it was 66⅔ percent. The quota for shippers whose annual exports do not exceed 125,000 pieces of goatskins was not reduced.

Applications for quotas by shippers who did not export raw goatskins during the "basic period" will continue to be considered on an ad hoc basis.

The reduction in the export quota is designed to insure supplies of goatskins to domestic tanners and thus to promote export of tanned and semi-tanned leather. Last July the Government banned exports of raw goatskins measuring six feet and over, but the ban was removed in August.

Ceylon limits textile imports

In an apparent initial step in the program to Ceylonize the entire import trade during 1964, the Government of Ceylon has announced textile import allocations for this year would be issued only to Ceylonese traders. The action affects 150 to 175 foreign importers in the textile trade. Earlier, the Government had decided to allocate 65 percent of all textile imports to the State-owned Cooperative Wholesale Establishment.

Manufacture of generators, tools, hair spray, printing machinery, and food processing wanted

New projects in Honduras, India, Mexico and the Philippines call for U.S. talents and skills

A number of manufacturers, a development organization and the Government of India are looking for U.S. investors to assist with the following new projects:

☞ **Honduras—joint venture in hair spray.** A manufacturer of hair spray in Honduras proposes a joint venture with a U.S. producer of a high-quality hair spray.

The Honduran firm is interested primarily in producing a high-quality, well-known brand-name product. Present production capacity is 2,500 cans a day. Once the new spray is in production, the present spray would be discontinued or sold as a low-priced, noncompeting product. Management participation is also welcomed.

For additional information, write to Jacobo S. Canahuati & Cia., Aptdo. Postal 68, San Pedro Sula, Honduras.

☞ **India—printing machinery venture.** A joint venture has been suggested by the Government of India for the manufacture of printing machinery and equipment which are said to be in short supply.

Some of the items to be manufactured on a priority basis include: proof and platen presses, flat-bed machines, rotary presses, offset machines and a variety of ancillary machines.

Demand booming

By 1965-66, demand for printing machinery may reach an estimated $15 million a year and, by 1970-71, may attain $25 million. Present installed manufacturing capacity is approximately one million dollars a year.

No industrial license is required for the production of printing machinery in India. Government approval will be required, however, for (1) the joint-venture agreement and (2) importation of machinery and equipment required for the plant.

The Government of India is reported to be anxious that local manufacture of printing equipment be developed as rapidly as possible.

For additional information, write to Department of Heavy Engineering, Ministry of Steel, Mines and Heavy Engineering, Government of India, New Delhi, India.

☞ **Mexico—generators, construction tools.** A licensing arrangement or joint venture for the manufacture in Mexico of electric generators up to 20 kw. capacity and small engine-powered concrete-construction tools, such as vibrators, screens, trowels and the like, is sought by a small but well-established firm there. The company now makes a complete line of standard centrifugal pumps and self-priming pumps for agricultural and general industrial uses under U.S. licenses.

The Mexican firm—whose president and majority stockholder is an American—believes that prospects in both of the proposed new lines appear promising. Two reasons for this optimism are the increased pace of the Mexican construction industry as well as some growth in the commercial agricultural field.

U.S. manufacturers may obtain more information by writing to Mr. Andres Kux, president, Industries Ocelco de Mexico, S.A., Aptdo. Postal 464, M. M. Contreras 302 Oriente, Colonia del Norte, Monterrey, Mexico.

☞ **Philippines—food canning.** A Philippine development organization, established in 1959, with a wide range of interests (including mining and its new production of specialty candies under U.S. license) also wants to enter into licensing arrangements with U.S. food-processing companies. The firm is interested in canning such food items as baby foods, soups, fruits and vegetables, meats and condiments.

The organization is negotiating with local interests to acquire an existing canning factory with a capacity of 800 cases (48 cans a case) per 8-hour shift. It is now organizing its own sales force for the distribution of its candy output and plans to utilize this sales force in its food-canning operations—since candy and food products are carried by the same retail outlets.

Write to Fausto F. Gonzalez, Jr., president, Gonzalez Development Corp., de la Rama Bldg., Washington St., Bacolod City, Philippines, for further information.

Boilerwork machines, tools sought by French concern

A French firm engaged in machine building and boiler making seeks licensing rights to produce machines and equipment for boilerworks and heavy metalworking, machine tools which do not require very great precision and woodworking machines.

Write to SAGITA-S.A. Le Gaz Industriel, Tagolsheim (Haut Rhin), France.

Petrochemical plant and equipment license asked

A firm of engineers and iron founders seeks license rights for the production of specialized plant and equipment used in the chemical, petrochemical and other process industries.

Write to Distington Engineering Co., Ltd., P.O. Box 8, Workington, Cumberland, England.

Irish firm seeks enamel holloware license

A manufacturer who supplies about 90% of all light, vitreous enamelled holloware used in the Republic of Ireland seeks a license to make related U.S. consumer products.

Write to Curran, Ltd., Prior Park Works, Clonmel, Co. Tipperary.

Spanish steel producer looks for U.S. articles

A large, well-known steel producer and processor in the industrial center of Vitoria, Spain, is interested in producing steel and manufacturing steel products under U.S. patents or trademarks for the European market.

The firm says that its plant is modern and is equipped with electric furnaces,

rolling mills, hydraulic presses, hammer presses and cold-extrusion equipment. It can make products weighing up to 15 tons. The firm would be willing to consider any kind of arrangement including a partnership.

Write to Forjas Alavesas, S.A., Aptdo. 130, Vitoria, Province of Alava, Spain.

Cross-licensing arrangement sought for machinery items

An important French manufacturer of machine tools, special machines, machines for ammunition factories and the food industry seeks licensing rights on machines and mechanical devices of various types and is especially interested in dealing with large U.S. manufacturers.

In exchange, the French firm offers licensing rights on its food-processing machinery. Manufacture de Machines du Haut-Rhin "Manurhin" S. A., 10 rue Soultz, B.P. 480, Mulhouse-Bourtzwiller (Haut-Rhin), France.

Cylinder-grinding venture wanted by Spanish concern

A firm specializing in the grinding of cylinders and crankshafts seeks joint venture with a related American firm. It is especially interested in patents or technical assistance which would enable it to manufacture products related to its grinding and milling work.

Rectificaciones Mitra, S. A. Recalde, San Sebastian, Province of Guipuzcoa, Spain.

Comminutors, other sewage treatment items wanted

A firm of hydraulic engineers is seeking a licensing arrangement with a U.S. company for the manufacture of comminutors or other products in the sewage or water-treatment field.

Write to Ham, Baker & Co., Ltd., Langley Green, Oldbury, Birmingham, England.

Gear box, transmission output asked in England

A manufacturer of marine, automotive and industrial diesel engines, generating sets, gearboxes and transmissions seeks a licensing or joint-venture arrangement for the production of special gear boxes and transmissions for machine tools, heavy road vehicles and earthmoving equipment.

Associated Industrial Consultants, Ltd., Bilton House, 54 Uxbridge Road, Ealing, London, W.5, England.

Electronic test equipment requested by British firm

A firm of general electrical and electronic engineers and manufacturers of electronic apparatus is seeking a licensing arrangement with a U.S. company to make any form of electronic, nondestructive test equipment.

For further information, write to Roding Electric Co., Ltd., 354 Ilford Lane, Ilford, Essex, England.

Mechanical item and axle block (licenses open)

European firms offer varied products for U.S. manufacture

A firm in the Netherlands offers license rights for the U.S. production of its axle block, and a German manufacturer seeks an American licensee for the production of various mechanical and industrial products.

Additional information on these products is available from the Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C. 20230 by referring to the file numbers given below.

- License offered for the production of an axle block by small Dutch firm. About a dozen axles have been produced and mounted on automobiles and motorcycles. A copy of the U.S. Patent application describing this axle block is available on loan. **File 1204.**
- U.S. licensees are sought for the production of the following German-designed products—continuously variable drive, free-wheeling and overriding clutches and reverse brakes, mechanical clutch with safety limit at moment of maximum revolution, elements for mounting drive shaft parts without a key or wedge, and parts for measuring and clamping instruments used in metalworking machinery. **File 1205.**

Engineering firm requests electromechanical items

A light engineering company wants a licensing and/or joint-venture arrangement to produce electronic, electromagnetic or electromechanical devices such as machine-tool control equipment, pneumatic systems or heating controls; oil-free miniature rotary compressors; machine tool fixtures and accessories; capacitors for special applications (paper-wound or of other types).

Write to Associated Industrial Consultants, Ltd., Bilton House, 54 Uxbridge Road, Ealing, London, W.5, England.

Light engineering company in England seeks articles

A British firm of light, general and precision engineers is interested in a licensing or joint-venture arrangement for the production of machined components, subassemblies, units or small complete machines.

Write to Direct Engineering Co., 69 Melton Road, Leicester, England.

Earthmoving equipment deal asked by British company

A firm of heavy mechanical engineers specializing in mine equipment seeks a licensing and/or joint-venture arrangement with an American manufacturer of earthmoving equipment such as crushers, cranes, draglines, heavy excavators, scrapers or other specialized roadmaking items.

Associated Industrial Consultants, Ltd., Bilton House, 54 Uxbridge Road, Ealing, London W.5, England.

Packaging machinery tie-up requested by British firm

A major U.K. engineering company seeks licensing and/or joint-venture arrangement for the manufacture of packaging machinery—especially unit-operation machines.

Associated Industrial Consultants, Ltd., Bilton House, 54 Uxbridge Road, Ealing, London W.5, England.

GREETING CARD TIE-UP ASKED

Publishing company seeks licensing arrangement with an American publisher of greeting cards. Seven Seas Publishing Co. Pty., Ltd., P.O. Box 1431, Wellington, New Zealand.

OECD invites bids on new building in Paris

The Organization for Economic Cooperation and Development (OECD) is in the process of inviting tenders to bid on contracts for construction of its new $10.5 million building in Paris, France. At the present time it is seeking qualified bidders for two separate contracts: the first for general earthwork and reinforced concrete foundation (Contract No. 2); the second for approx. 1,600 tons of structural steel work (Contract No. 3). Contractors wishing to receive invitations for either of these contracts should submit applications to Mr. Harry J. Milton, U.S. Delegation to OECD, 2 rue de la Faisanderie, Paris 16, by February 29, who will transmit them to the Secretary-General by March 1. Both contracts are open to bidders from all member countries of the OECD.

Applications should include a statement of intention to tender; an indication of technical resources and labor strength that can be made available to the building site; the place, date, nature, and size of the work which the contractor has done together with the names and descriptions of the specialists under whose direction the work has been carried out; and certificates of at least four of these specialists issued within the last six months or certificates issued by an approved trade certifying organization.

Preliminary project files may be inspected at the offices of the architect, Mr. Vimond, 1, Ave. d'Iena, Paris 16e, Tel: KLE 98-45.

The new OECD building will eventually involve contracts for metal casements and blinds; heating and air-conditioning; high and low voltage electric power; elevators; kitchen and cold storage equipment; dressed stone; wall tiling; plumbing; stone and marble flooring; removable partitions; storage partitions; joinery and metal fittings; telephones; clocks; simultaneous interpretation; television and radio equipment; metal racks; wrought iron work; ornamental lighting fixtures; woodwork; and ornamental stone work.

Copies of the notice of invitation to tender are available to firms located in the U.S. on a short term loan basis from Building Materials & Construction Industries Division, Department of Commerce, BDSA-306, Rm. 4014, Washington, D.C. 20230. (Telephone: 202-WO 7-3601).

It is requested that firms who decide to submit applications send a copy to the Department of Commerce.

Bids sought by Iraq for water supply system

The Directorate General of Planning & Design, Ministry of Municipal & Rural Affairs, Baghdad, Iraq, invites bids for the supply and erection of a complete water supply project together with the construction of a pumping house and all auxiliary work. The tender number is Notice No. 71, and the bid deadline is March 10. Tenders should be written in Arabic, or in Arabic and English.

Terms and specifications may be obtained from the named agency at a cost of ID 50 ($1.40) per copy, plus air mail charge from Baghdad.

A copy of the terms and specifications is available for review only, in Rm. 4014, Building Materials & Construction Industries Division, Department of Commerce, BDSA-306, Washington, D.C. 20230. (Telephone: 202-WO 7-3601).

Turkey announces NATO tender open to U.S. firms for communication equipment

The Turkish Government has announced a North Atlantic Treaty Organization (NATO) Infrastructure Tender open to U.S. firms qualified to participate in International Competitive Bidding. The following equipment is desired:

A minimum of 60 telephone channel, frequency modulated Radio-Link System to be installed between Malatya-Sivas, comprising 3 through repeater stations, 2 one-directional terminal stations and three 3 x 10 KVA power groups;

A minimum of 120 telephone channel capacity, frequency modulated, Radio-Link System to be installed between various locations, comprising 2, one-directional terminal stations and 3X25KVA power groups;

Ten (3-6) TN channel capacity radio equipment together with multiplex equipment to be installed in various POL Stations.

Twelve sets of HF radio equipment, each set comprising 1 receiver and 1 transmitter, to be installed in various POL Stations.

Radio frequencies to be used for the 60 and 120 channel radio equipment shall be: 1700-2300Mc/s, or 3800-4200Mc/s, or 5850-7500 Mc/s.

The tender announcement calls for interested firms to submit various references, listed below, not later than March 10 to: General Directorate of PTT, Technical Dept., Ankara.

The following references are required by the Directorate: 1. Radio-Link System put into service within the last five years; 2. Photo copies of the references from the purchasers are also required. (Name of the purchaser; location of the installation; channel capacity of the system; frequency band (R.F.); type of modulation; number of repeaters; type and capacity of power groups; maximum distance between repeaters; total length of the link; starting date of installation; the date the system was put into service; value of installation in Sterling). Firms must also include in the documents to be submitted as references the description and photographs of the radio and power equipment they will eventually propose.

Firms interested in supplying and installing only the radio and power equipment of the listed Radio-Link system are invited to submit their references and to name their representatives in Turkey.

Detailed specifications will be sent to firms whose qualifications are recognized by the Administration. Firms receiving specifications must propose equipment with satisfactory performance after at least one year of continuous functioning of the system installed and put into operation by them in other countries.

Firms not already certified to participate in NATO bidding should send a resume of their qualifications and a recent annual report to the Trade Opportunity Staff, BDSA-111, Department of Commerce, Washington, D.C. 20230. A brochure on the NATO international competitive bidding program is available from the Staff.

UAR plans to invite bids for 5 major radio projects

The Radio Communications Administration of the United Arab Republic is reportedly planning to invite international tenders early in 1964 for five major radio telecommunications projects. The projects will involve troposcatter radio links to Libya, Lebanon and the Greek island of Crete (see INTERNATIONAL COMMERCE, 1/28/63, p.25), as well as national microwave and VHF networks. The projects have been described by the Radio Communications Administration as follows:

1. Troposcatter Radio Link between Alexandria (UAR) and Crete Island (Greece) capacity 24 telephone channels, one to be used for 24 telegraph circuits (Common Adjudication between the two countries).

2. Troposcatter Radio Link between Alexandria, Marsa Matrouh (UAR) and Tobrouk (Lybia), capacity of Alexandria/Marsa-Matrouh Link 60 telephone channels, two to be used for 48 telegraph circuits. Capacity of Marsa-Matrouh/Tobrouk Link 24 telephone channels, one used for 24 telegraph circuits (Common Adjudication between the two countries).

3. Troposcatter Radio Link between Damietta (UAR) and Dahr El Baidar (Lebanon), capacity 24 telephone channels, one to be used for 24 telegraph circuits (Common Adjudication between the two countries).

4. A National Microwave network for UAR comprising 41 stations, ultimate capacity of each hop 600 channels.

5. A National VHF network for UAR Railways comprising 30 fixed stations and about 700 mobile sets of 10 channels.

Firms interested in participating in these projects may write to the General Manager, Radio Communications Administration, Opera Exchange Bldg P.O.B. 795, Cairo, UAR, indicating their interest and requesting the specifications for the projects of particular interest. Copies of the specifications, when issued, will be available to firms located in the U.S. for review from the Electronics Division, BDSA-308-Room 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

Iraq asks for radio telephones

The Central Foreign Purchasing Board, Ministry of Finance, has issued a tender calling for the supply of one base station, ten vehicular and ten motorcycle radio transceivers for the Director General of Police. The frequency range for the equipment is to be 70-80 mc, suitable for 6 channel operation, with two crystals with power outputs of at least 250 watts for the base station, 50 watts for the vehicular units and 10 watts for the motorcycle units. The closing date for this tender is March 22.

Copies of the tender documents may be obtained from the Central Foreign Purchasing Board, Ministry of Finance, Baghdad, against payment of ID 2, ($5.60) per copy, plus $.70 for air mailing to the U.S.

Loan copies are available to firms located in the U.S. from the Electronics Division, BDSA-308, Rm. 4117, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Air conditioning equipment sought for Greek buildings

The Hellenic Telecommunications Organization, Ltd., Supply Dept., 20 Patission St., Athens has announced Tender No. 6272, bid deadline February 27, and Tender No. 6273, bid deadline February 28, for the procurement and installation of air conditioning equipment in their new buildings in Athens and Thessaloniki.

Tender No. 6272, estimated value of $666,700, includes the procurement and installation of equipment and supplies for the air conditioning of a new building they intend to use for a long distance telephone exchange. Specifications and documents are in Greek. Photoprints of drawings may be obtained from Fototypeion Apostolopoulus, 12 Aristeidon St., Athens upon payment of $8, plus $4 air mail postage.

Tender No. 6273, estimated value of $266,700, includes the procurement and installation of equipment and supplies for the air conditioning of their new administration building in Thessaloniki. Specifications and documents are in Greek.

A copy of the tenders are available on a short-term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-323, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589).

Tunnel construction bids invited by Australia

The Snowy Mountain Hydro-Electric Authority (SMA) intends to invite bids from registered firms around March 2 for the construction of the Blowering Dam Tunnels and appurtenant works, under contract No. 20.087, and are making available a brochure, which describes the project in detail, free of charge.

Firms interested in bidding for this contract should register by February 17, addressing their applications to SMA, P.O. Box 332, Cooma North N.S.W., Australia, and including a summary of their experience as well as their financial and technical resources.

The expected bid deadline is April 20.

All tender documents will be sent free of charge to registered firms with the invitations to bid.

Argentina seeks bids for Jockey Club construction

The Jockey Club of Buenos Aires is inviting bids for the construction of a 94,899 square meter building in downtown Buenos Aires. The building will consist of two parts: an area for new Jockey Club facilities (25,094 square meters) and a rental area consisting of a hotel complex or shopping center, office area, parking complex (69,805 square meters).

The deadline for submitting proposals is May 16.

Bids should be addressed to the Jockey Club's current headquarters, Cerrito 1353, Buenos Aires. A Consultant Committee has been set up by the Club to answer questions concerning the project, raised prior to April 15.

Copies of the conditions and drawings are available at the given address at 10,000 pesos (approx. $74) per set, plus air mail charges.

One copy of the conditions and drawings is available, for review only, in the office of Building Materials & Construction Industries Division, Rm. 4014, BDSA-306, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3601).

Telephone equipment sought

The Government of Greece is inviting tenders for the supply, delivery and installation of telephone equipment at an estimated cost of $26 million under Tender No. 6263.

The equipment includes 155,600 lines for existing telephone exchanges, 144,400 lines for new telephone exchanges, 400,000 automatic telephone sets, 2,000 telephone coin boxes, 2,000 fee indicators, power generating plants, tools, and associated equipment.

Tenders must be submitted by March 14 to the Hellenic Telecommunications Organization Ltd., Office of the General Manager, 15 Stadiou St., Athens.

A copy of the specifications and conditions are available on loan to firms located in the U.S. from the Communications Industries Division, BDSA, Rm. 4805, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4823).

Equipment sought for Army Signal Corps by Indonesia

The Hadi Trading & Industrial Corp., Ltd. (importer and manufacturer), 18 A Djl. H. Agus Salim, Djakarta, is interested in purchasing equipment with an estimated value in excess of £200,00 for the Indonesian Army Signal Corps. The transaction would be on a cash basis.

A list of requirements, comprising various items of wireless and harness type equipment for command vehicles, ambulances, AMX tanks, troop carriers, and S.P. howitzers, is available on a loan basis, with supporting diagrams in the form of "third angle projections", from the Trade Opportunities Section, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4675). WTD 7/23/62.

Steel transmission towers needed in New Zealand

The Secretary, Tenders Committee, New Zealand Electricity Dept., Private Bag, Wellington, invites bids for the supply of 45 galvanized steel transmission line towers comprising 34 standard suspension towers, 6 angle towers, 5 heavy strain and dead end towers. Telegraphic tenders will be accepted if the telegram states the total price. The tender number is 432. Bid deadline is April 14.

A copy of the plans and specifications is available on a short-term loan basis to firms located in the U.S. from Building Materials & Construction Industries Division, Rm. 4014, BDSA-306, Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3601).

OECD invites bids for 3 temporary buildings

The Organization for Economic Cooperation and Development (OECD) is inviting bids for the construction of three temporary buildings to house part of its operations until its new $10.5 million building is completed. The estimated cost of the three temporary buildings is $300 thousand.

Tenders must reach Mr. H. J. Milton, U.S. Delegation to the OECD, 2 Rue de la Raisanderie, Paris 16, France, by February 29.

Copies of the invitations to bid, with descriptions of the project, are available on a short-term loan basis to firms located in the U.S. from the Building Materials & Construction Industries Division, Department of Commerce, BDSA-306, Rm. 4014, Washington, D.C. 20230. (Telephone: 202-WO 7-3601).

Pumping plant tender issued by South Africa

The Chairman of the Tender Board, South African Railways, P.O. Box 7784, Johannesburg has announced Tender No. F. 5224, bid deadline February 28, for a pumping installation for the 450-mile Durban-Johannesburg petroleum products pipeline.

The installation, costing approx. $600,000 to $700,000, will consist of eight pumping stations. The tender calls for the supply, delivery, installation and handing over in running condition of the pumping plant.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the GIEC Division, BDSA-323, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589).

Iraq invites tenders for cast iron pipe, fittings

The Iraqi Ports Administration, Basra, invites tenders for the supply of 2,500 meters of 24-inch cast iron pipe and fittings. The pipe must conform with British Standard Specifications for Class B cast iron pipe or similar (200 feet working pressure and 400 feet test pressure). The tender number is 16/64.

Bid deadline is February 27.

A copy of the terms and specifications is available to firms located in the U.S. on a short-term loan basis from the Building Materials & Construction Industries Division, Rm. 4014, BDSA-306, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3601).

Harbor construction bids invited by Tunisia

The Secretariat d'Etat au Plan et aux Finances, Place du Gouvernement, Tunis invites bids for the construction of a fishing harbor at Kelibia, Tunisia.

The bid deadline is March 16, 1964.

One copy of the terms, specifications and maps is available for review only in Rm. 4014, Building Materials & Construction Industries Division, BDSA-306, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3601).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4203, Telephone: 202-WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

012 Fruit, Tree Nut, Vegetable Farms

NORWAY—Apples, pears, from eastern states. Citrus fruit: oranges, grapefruit, lemons. Birger Haug (importer, wholesaler), Nordbygaten 35, Oslo. WTD 1/15/64.

200 Food

SAUDI ARABIA—Long boiled high quality rice 4-7% broken, commission agent desires to import large quantities in 100 lb. bags. Arabian Establishment For Trade, (importer, wholesaler, retailer) P.O. Box 832, Jidda, P.O. Box 5, Jidda.

201 Meat Products

FRANCE—Frozen meat, offals. Direct purchase and agency. S.A. Augris & Renard (importer, dealer) 11 rue Pierre Brossolette, Berck-Plage (Pas-de-Calais). WTD 1/15/64.

PHILIPPINES—Frozen pork meat, bellies, back fats, hams, jowls. Mr. Florentino Genato, Jr., President, Genato Commercial Corp., (importer, wholesaler, manufacturer), 1134-1140 R. Hidalgo, P.O. Box 1396, Manila. WTD 3/4/63.

202 Dairy Products

PHILIPPINES—Skimmed milk. Mr. Florentino Genato, Jr., President Genato Commercial Corp., (importer, wholesaler, manufacturer), 1134-1140 R. Hidalgo, P.O. Box 1396, Manila. WTD 3/4/63.

203 Canning, Preserving Foods

See also SPECIAL TRADE LEADS on page 29.

FRANCE—Canned fruit juice; Canned food products, frozen food, dried fruits, vegetables; requests replies in French. Societe pour l'Importation L'Exportation & L'Exchange de Matieres Premieres & Denrees—Madimpex, (importer, dealer), 22 rue de la Paix, Paris 2e.

Canned fruit juice; Canned food products, dried fruits, vegetables; requests replies in French. Sopegros, (importer, dealer), 3 rue François ler, Paris 8e.

Canned fruit juice. Ets. Jacques Fourchtein & Cie (dealer), 94 rue St-Lazare, Paris 9e. WTD 4/24/63.

Frozen offals, fish, poultry, fruits. Sodiprogel (importer, dealer), 13 Bld Armentieres, Roubaix (Nord).

Dried fruit, vegetables; feedstuffs, oil seeds; requests replies in French. Jacques Boulongne (importer, dealer), 32 rue d'Argout, Paris 2e.

Frozen sea food, requests replies in French. Léon Gitzels (importer, dealer) 14 rue de Turenne, Dunkirk (Nord).

GERMANY—Dried juniper berries, inedible, to be used for smoke curing, in 10 to 20 ton lots. Hermann Laue, Schanzenstrasse 58/60, Hamburg 6.

ITALY—Canned fruits, vegetables, preserves; canned and cured sea foods. Direct purchase or agency; merchandise on consignment. Giuseppe Guidi (importer, manufacturers' agent), Via Orologio Vecchio 31, Viterbo.

PHILIPPINES—Tomato paste. Mr. Florentino Genato, Jr., President, Genato Commercial Corp. (importer, wholesaler, manufacturer), 1134-1140 R. Hidalgo, P.O. Box 1396, Manila. WTD 3/4/63.

204 Grain Mill Products

DAHOMEY—Rice. Desires quotations cif Cotonou. Ets. Awaye Wacherere Import. (importer, wholesaler), Carre 100, B.P. 236, Cotonou, WTD 1/15/64.

207 Confectionery

FRANCE—De-luxe confectionery, almonds and specialties; requests replies in French. Societe de Diffusion de Produits Alimentaire & De Boissons—S.O.D.I.F.U.S., (importer, dealer), 2 rue d'Aboukir, Paris 2e.

ITALY—Candy, other confectionery products. Direct purchase or agency; merchandise on consignment. Giuseppe Guidi (importer, manufacturers' agent), Via Orologio Vecchio 31, Viterbo.

208 Beverage Industries

ITALY—Whisky, rum, other liquors. Direct purchase and agency. Giuseppe Guidi (importer, manufacturers' agent), Cia Orologio Vecchio 31, Viterbo.

209 Food Preparations

FRANCE—Honey; requests replies in French. Sopegros (importer, dealer), 3 rue François 1er, Paris 8e.

Honey; requests replies in French. Joseph Valentin, 22 bld Julea Guesde, Saint-Denis (Seine).

Honey; requests replies in French. Societe pour l'Importation l'Exportation & l'Exchange de Matieres Premieres & Denrees—Madimpex (importer, dealer), 22 rue de la Paix, Paris 2e.

211 Cigarettes

DAHOMEY—Cigarettes; desires price quotations cif Cotonou for U.S. cigarettes. Ets. Awaye Wacherere Import, (wholesaler/importer), Carre 100, B.P. 236, Cotonou. WTD 1/15/64.

213 Tobacco, Snuff

DAHOMEY—Leaf tobacco; desires price quotations cif Cotonou for leaf tobacco in cans and cases. Ets. Awaye Wacherere Import, (wholesaler/importer); Carre 100, B.P. 236, Cotonou. WTD 1/15/64.

220 Textile Mill Products

BRITISH GUIANA—Cotton, synthetic textiles, all kinds. Eclipse Agencies (importer, commission agent, manufacturers' representative), P.O. Box 853, Georgetown. WTD 1/15/64.

GERMANY—Drapery fabric made of spun rayon, filament rayon by the yard; quilts: man-made fiber, silk, filled with wool and down; woolen blankets; cotton blankets; cotton flannels napped on both sides for bed sheets, table padding (ready-made); ready-made cotton bed sheets, pillowcases; cotton damask for feather bed cases; cotton bed ticking for feather beds, pillows; cotton and linen mixture dish towels; turkish and terry woven towels; twill and plain woven cotton

mixture towels; damask, huck and jacquard-woven (except terry) towels; plain twill woven dish towels; rayon, linen, wool tablecloths; damask, cotton covers; damask, cotton napkins. Requests price quotations in German cif European ports. Gebr. ten Eikelder, (wholesaler), 235-237, Severinstrasse, 5 Koeln a. Rh. WTD 1/1/64.

Cotton linters, 1st cut, used for spinning, for mattress manufacturing and for medical wadding; cotton linters, 2nd cut, used for chemical purposes; direct purchase and/or agency. Request price quotations cif European ports. Schroeder, Vogel & Co., 5 Burgsteinfurter-Damm, 4441 Mesum/Westf. WTD 1/16/64.

HONG KONG—Men's, women's, children's woolen knitwear, bathing suits, scarfs, underwear, pajamas, handkerchiefs; men's and boy's shirts, socks, slack materials; women's and girl's dresses, blouses, skirts, slacks, stockings; towels, bedsheets, bedspreads, furnishing fabrics; requests replies from manufacturers only, with catalogs and price lists. The Dragon Seed Co. Ltd. (department store), 37-39 Queen's Rd., C. Hong Kong (P.O. Box 79). WTD 5/27/63.

221 Broad Woven Fabric Mills, Cotton

● **IRAQ**—Waterproof cotton khaki drill, width 56", warp thread 2/32, weft thread 8, warp thread 108 per inch, weft thread 54 per inch, weight 10.24 oz. per sq. yd., 200,000 meters. Tender No. ORD/98/1963, bid deadline February 19. Terms and specifications obtainable for ID 0.500 ($1.40) per copy postpaid from the Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.

PAKISTAN—Book cloth. Sh. Muhammad Ashraf, (manufacturer-printer, publisher), Kashmiri Bazar, Lahore. WTD 12/30/63.

Velvet. Direct purchase and agency. Phillips & Jones, (manufacturers of surgical instruments, badges and regalias), Phillips Street, Sialkot. WTD 12/4/63.

PHILIPPINES—Waterproof duck (canvas); 6,000 yards; 14.90 oz., 84" width. Mr. Ceferino L. Benedicto, Manager, B. Benedicto & Sons Co., Inc., (importer, wholesaler, retailer), P.O. Box 2597, Manila. WTD 7/9/62.

SPAIN—Cotton fabrics, top quality, for shirts, dresses; also poplin, linen and cotton mixed with other fibers; importer, wholesaler, retailer, agent requires catalogues and price lists. Direct purchase and agency. Almacenes Madrid de David Nauffal, P.O. Box # 45, Santa Isabel de Fernando Poo, Spanish Guinea (West Africa). WTD 12/26/63.

TRINIDAD, W.I.—Cotton, rayon, dacron, nylon fabrics. Importer, exporter, wholesaler and sales agent requests replies from manufacturers of textiles. Direct purchase and agency. Sheene's Agencies, (importer, exporter, wholesaler, sales agent) 10 Chacon Street, Port of Spain. WTD 12/31/63.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

AUSTRALIA—Rayon material (furred fabric or crushed velveteen) in various colors, suitable to use as lining for musical instrument cases. Potential suppliers should submit samples, state min. quantities supplied in any specified color, width of material, fob price yer yd. W.H. Stamford & Sons Pty. Ltd. (manufacturer) 18 Smith St., Chatswood, N.S.W. WTD 6/23/60.

223 Broad Woven Fabric Mills, Wool

SYRIA—Woolen textile remnants. Direct purchase and agency. Fakher Ayyashi & Co., (importer, commission merchant), P.O. Box 225, Majidieh Quarter, Aleppo. WTD 10/17/63.

225 Knitting Mills, Products

AUSTRALIA—Sweaters for dogs. Direct purchase and agency. Brook Lodge Products Pty. (importer, manufacturers' representative), 174 Dennison Rd., Dulwich Hill, N.S.W.

227 Floor Covering Mills, Products

GERMANY—Carpets, runners, bedside rugs made of wool and man-made fibers; by the yard and ready-made. Quotations cif European ports. Requests replies in German. Gebr. ten

FIELD OFFICE PHONE NUMBERS

The telephone numbers of the 39 regional Field Offices of the U.S. Department of Commerce are given below:

ALBUQUERQUE, N. Mex. 247-0311
ANCHORAGE, ALASKA. BR 2-9611
ATLANTA, GA. JA 2-4121
BIRMINGHAM, ALA. 323-8011
BOSTON, MASS. CA 3-2312
BUFFALO, N.Y. TL 3-4216
CHARLESTON, S.C. 722-6551
CHEYENNE, WYO. 634-2731
CHICAGO, ILL. 828-4400
CINCINNATI, OHIO. 381-2200
CLEVELAND, OHIO 241-7900
DALLAS, TEXAS RI 9-3287
DENVER, COLO. 534-4151
DETROIT, MICH. 226-6088
GREENSBORO, N.C. 273-8234
HARTFORD, CONN. 244-3530
HONOLULU, HAWAII. 58831
HOUSTON, TEX. CA 8-0611
JACKSONVILLE, FLA. EL 4-7111
KANSAS CITY, MO. BA 1-7000
LOS ANGELES, CALIF. 688-2830
MEMPHIS, TENN. 534-3214
MIAMI, FLA. FR 7-2581
MILWAUKEE, WIS. BR 2-8600
MINNEAPOLIS, MINN. 334-2133
NEW ORLEANS, LA. 527-6546
NEW YORK CITY, N.Y. LO 3-3377
PHILADELPHIA, PA. WA 3-2400
PHOENIX, ARIZ. 261-3285
PITTSBURGH, PA. 471-0800
PORTLAND, OREG. 226-3361
RENO, NEV. FA 2-7133
RICHMOND, VA. 649-3611
ST. LOUIS, MO. MA 2-4243
SALT LAKE CITY, UTAH. DA 8-2911
SAN FRANCISCO, CALIF. YU 6-3111
SANTURCE, PUERTO RICO. 723-4640
SAVANNAH, GA. AD 2-4755
SEATTLE, WASH. MU 2-3300

SPECIAL TRADE LEADS

The following special trade leads are published "blind," but any U.S. businessman may obtain the name and address of the overseas firm making the offer by contacting the nearest Department of Commerce Regional Field Office, or by telephoning the Trade Opportunities Staff, Business and Defense Services Administration, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-Worth 7-4675).

Field office telephone numbers will be found on this page.

NETHERLANDS—Dried semi-tropical fruit, canned fruit. California almonds, salted peanuts. Desires high quality, competitive prices. Exclusive agency; interested in contact with packers only. TT-61.

UGANDA—Asbestos-cement pipe plant. Direct purchase. TT-62.

GERMANY—Nonferrous metals, all types. Exclusive distributorship or agency for Germany and other European countries. TT-63.

FRANCE—Equipment, parts, attachments for the petroleum, chemical, petrochemical and nuclear power industries, including loading arms, swing joints, fittings and tank truck equipment, safety valves and vents, meter filters for oil and chemicals, special valves and fluid handling units for nuclear industry. Requests replies from manufacturers only. Direct purchase and agency. TT-64.

NORWAY—Machinery and equipment for logging, barking, handling and hauling in the forest industry (except chain saws). Direct purchase. TT-65.

COSTA RICA—Large reciprocating, power-operated pumps, automatic, with capacity of 1000 GPM plus, for installation in large buildings, hospitals; to supplement lines of small pumps presently handled. Direct purchase and agency. TT-66.

SYRIA—Fuel-fired industrial metal-melting furnaces suitable for melting scrap metals for remanufacture of farm implements. Direct purchase and agency. TT-67.

Vertical turbine pumps, extension shaft. Direct purchase and agency. TT-68.

GERMANY—Electronic reconnaissance and surveillance systems. Agency for Europe or Germany. TT-69.

AUSTRALIA—Silicon diodes, power transistors, silicon control rectifiers. Direct purchase and agency. TT-70.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Eikelder (wholesaler), 235-237 Severinstrasse, 5 Koeln a. Rh. WTD 1/10/64.

PHILIPPINES—Bath rugs. Direct purchase and agency. Amon Trading Corp. (importer, wholesaler, retailer, exporter, indentor), 246 Buendia Ave., Makati, Rizal; P.O. Box 1151, Manila. WTD 11/2/62.

228 Yarn and Thread Mills

PAKISTAN—Art silk yarn. Mint Trading Co., (manufacturer), Bank Rd., Sialkot. WTD 12/4/63.

SYRIA—Synthetic yarn, rayon yarn. Direct purchase and agency. Fakher Ayyashi & Co., (importer, commission merchant), P.O. Box 225, Majidieh Quarter, Aleppo. WTD 10/17/63.

■ **TURKEY**—60/1 - 70/1 den. nylon yarn, twisted and/or untwisted; 60/2—70/2 den. nylon stretch yarns. Import License No. 2793. $25,000. 60/1-70/1 den. nylon yarn, twisted and/or untwisted; 60/2-70/2 den. nylon yarns, stretch, $22,500. IL No. 22,500. Aron Konfino, Fincancilar Cad. Emniyet Han 26, Instanbul.

■ 60 den. 2 ply nylon stretch yarn, natural, dyed, $28,850. IL No. 002737. Rustu Sahin, Rizapasa Caddesi Akhan No. 205, Instanbul.

■ 60/0 - 70/0 den. nylon yarns, $30,000. IL No. 2714. Birtam Sun'I Elyaf Sanayii, Mehmet Birder, Zeki Tamer Ve Ortaklari Kollektif, Sirketi, Topkapi, Gumussuyu cad. Merkezefendi sokak 19/2.

■ 100, 120 den. rayon viscose yarn, dull and/or bright, inferior qualities; 60 and/or 70 den. nylon yarn, first or inferior quality, approx. $24,000. IL No. 2700, 2698. Isak Baler, Yolgecen Havucular, cikmazi 10, Bursa.

■ 70/2 - 60/2 den. stretch yarn, $17,400. IL No. 002717. Murat Kececioglu, Yesildirek Sururi Necip efendi, Sokak Trikotaj Han. No. 2, Istanbul.

■ 60-100 den. nylon yarns, $10,000. IL No. 2701. Abdurrahman - Ipek Han, 16 Bursa.

■ 60-100 den. nylon yarns, $9,700. Import License No. 2696. Y. Ziya Unen, Ipek Han, 16 Bursa.

■ 70 den. nylon yarns, $15,400. IL No. 2733. Menevis Empirmecilik Kollektif, Sirketi. Y. Ziya Unen - I. Hakki Sarpkan, Ipek han, 16 Bursa.

■ Nylon stretch yarn, 70/2 den. natural, approx. $7,900. IL No. 002725. Zurafa Haci Zulfikari, Carsikapi, Yeni okul sokl 6, Istanbul.

■ Stretch nylon yarn 60/2 den. and 70/2 den., natural, dyed. 60 den. 20 fil. nylon yarn for weaving; 70 den. 20 fil. nylon yarn, same, $9,800. IL No. 2734. Hasan Hecimer, Cak, akcilar No. 66, Istanbul. Cable: same.

■ Stretch nylon yarn 60/2, 70/2 den., natural, dyed, 60 den. 20 fil. nylon yarn, 70/20, for weaving, $13,975. IL No. 2702. Hasan Tacimer, Cakmakcilar No. 66, Istanbul, Cable: same.

■ 60-100 den. nylon yarns, approx. $9,300. IL No. 2695. Mondial Ticaret Kollektif Sirketi, Y. Ziya Unen—Unal Sarpkan, Ipek Han, 16 Bursa.

Above for Loan No. 277-H-043. U.S. source. Quotation date February 24. SBC-40.

■ Nylon stretch yarn, 70/2 natural, dyed, $12,600. IL No. 002712. Habip Oztas, Mahmutpasa, Kucuk Yildiz han kat 1, Istanbul.

■ Nylon stretch yarn, 70/2 natural, dyed, $8,100. Bunyamin Donikoglu, Mahmutpasa Kurkcu han kat 2 n. 10, Istanbul. IL No. 002713.

■ Nylon yarns, 60, 70, 75, 90, 100 den., standard or substandard quality, approx. $8,100. IL No. 2694. Sukru Dortcelikoglu, Esrefiler Caddesi Sk. No. 2, Bursa.

■ Nylon yarn, 40/13/0, natural, 60/17/0-60/20/0 natural, 70/17/0-70/20/0; nylon stretch yarn, 60/2, 70/2, 90/2, natural, dyed, approx. $6,300. IL No. 2715. Testas Ticaret ve Sanayi, A.S., Topkapi Maltepe, Gumussuyu 24, Istanbul.

■ Nylon yarn, 70 den., approx. $28,000. IL No. 2721. Resat Agim Koza Han No. 127, Bursa.

■ Nylon yarn, 70 den., approx. $8,800. IL No. 2724. Ekrem Agim Koza Han No. 127, Bursa.

Above for Loan No. 277-H-043. U.S. source. Quotation date February 28. SBC-40.

229 Textile Goods

GERMANY—Sisal tissue in widths of 140 c.m. Requests replies in German from manufacturers only, quotations cif Rotterdam. Erich Kiesow GmbH, (manufacturer), Postfach 345, 493 Detmold. WTD 2/16/62. A sample of the material is available on a loan basis from the Trade Opportunities Section, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4675).

Cotton waste; direct purchase and/or agency. Request price quotations cif European ports. Schroeder, Vogel & Co., (importer, wholesaler), 5 Burgsteinfurter-Damm, 4441 Mesum/Westf. WTD 1/16/64.

Towels, linen. Quotations cif European ports. Requests replies in German. Gebr. ten Eikelder, (wholesaler), 235-237 Severinstrasse, 5 Koeln a. Rh. WTD 1/10/64.

PAKISTAN—Raw wool; wool tops, dry combed; wool synthetic tops; wool mohair tops; synthetic tops. Colony Woollen Mills Ltd., (manufacturer of woollen textiles), Ismailabad, Multan. WTD 12/26/63.

● **TAIWAN**—Dry-combed wool tops (64's) 44,358 lb.; oil or dry-combed wool tops (58's) 1,967 lb.; carbonized wool (64's) 206 lb.; Tetoron top or approved equal (3D x 3") 2,012 lb. Tender No. GFMF-17721, bid deadline February 26. Purchasing Dept., Central Trust of China, 68 Yen Ping South Rd., Taipei.★ (Telephone: 202-WO 7-5220).

230 Apparel

PAKISTAN—Used wearing apparel. Mint Trading Co., (manufacturer), Bank Rd., Sialkot. WTD 12/4/63.

SPAIN—Men's, women's, children's ready-made clothing; summer wear only; importer, wholesaler, retailer, agent requires catalogues, price lists. Direct purchase and agent. Almacenes Madrid de David Nauffal, P.O. Box #45, Santa Isabel de Fernando Poo, Spanish Guinea (West Africa). WTD 12/26/63.

239 Fabricated Textile Products

GERMANY—Bedspreads made of cotton, rayon, acetate; window curtains made of cotton and man-made fibers, by the yard. Quotations cif European ports. Requests replies in German. Gebr. ten Eikelder, (wholesaler), 235-237 Severinstrasse, 5 Koeln a. Rh. WTD 1/10/64.

241 Logging Camps, Logging Contractors

FRANCE—Douglas fir, redwood, western red cedar, sitka spruce, pitch-pine. Bois Import, (dealer), Rue des Poilus, Dunkerque (Nord.) WTD 1/17/63.

242 Sawmills, Planing Mills

BELGIUM—Magnolia wood suitable for the manufacture of mouldings, picture frames. Braun Fortuna S.A., (manufacturer, importer, exporter), Coupure 180, Ghent.

249 Wood Products

AUSTRALIA—Pet supplies: rattan baskets. Direct purchase and agency. Brook Lodge Products Pty. Ltd., (importer, manufacturer's representative), 174 Dennison Rd., Dulwich Hill, N.S.W.

● **IRAQ**—Crown corks, 20 million units. Tender No. 5/Dairy/1964, closing date March 1. Terms, specifications obtainable free of charge from: Purchasing Section, Dairy Administration, Abu-Ghraib, Baghdad.

250 Furniture, Fixtures

HONG KONG—All types of furniture; requests replies from manufacturers only, with catalogs, price lists. The Dragon Seed Co., Ltd., (department store), 37-39 Queen's Rd., C. Hong Kong (P.O. Box 79). WTD 5/27/63.

261 Pulp Mills, Products

■ **GREECE**—Unbleached kraft pulp, prime quality, air dry basis, 1,000 tons. Loan No. 240-H-028. U.S. source, cif Aeghion. Quotation date February 28. Societe Anonyme de Papeterie Hellenique, El. Venizelou 10, Athens 134. SBC-39.

262 Paper Mills, Products

■ **GREECE**—Kraft liner, 200 tons, in reels, 1.33 cm. width, substance 130-180 grams/M2, core 0.07 m. Loan No. 240-H-028. U.S. source. Quotation date February 23. Three-month sight draft without interest, from date of arrival of vessel. Aviha S.A., 47 Kolokotroni St., Athens. SBC-39.

PAKISTAN—All kinds of paper. Sh. Muhammad Ashraf, (manufacturer-printer & publisher), Kashmiri Bazar, Lahore. WTD 12/30/63.

Paper, kraft, tissue, butter. Direct purchase and agency. Phillips & Jones, (manufacturer), Phillips Street, Sialkot. WTD 12/4/63.

264 Converted Paper, Paperboard Products

AUSTRALIA—Inexpensive novelty items, including paper leis. Direct purchase and agency. Brook Lodge Products Pty. Ltd., (importer, manufacturers' representative), 174 Dennison Rd., Dulwich Hill, N.S.W.

GERMANY—Gift wrapping paper, stationery, all kinds. Requests replies from manufacturers only, quotation cif Dutch or German ports. Direct purchase or agency. Peter Herrmann, (agent, importer), 11 Wilhelm-Busch-Strasse, 4832 Wiedenbrueck. WTD 1/7/64.

Machine coated, wood containing intaglio (copperplate) printing paper, in large rolls, 60-65 gr. per sq.m. Bremer & Schmitt, (importer, agent), 5 Koeln-Merhein, Siegenstr. 12. WTD 4/17/63.

PAKISTAN—Paper tissues: kraft, butter. Bashir Jamil & Bros., (manufacturers or surgical instruments), Mujahid Rd., Sialkot. WTD 12/3/63.

● **VIET NAM**—Teletype paper: 3,000 rolls quintuplicates and 2,000 rolls triplicates. All rolls 210mm. wide, 90mm. outside and 26mm. inside dia. Tender No. 1083-06014, bid deadline February 25. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-3003).

265 Paperboard Containers, Boxes

FRANCE—Paperboard containers, boxes, cartons, pasteboard packaging materials, all types, sizes. Direct purchase and agency; requests replies in French. Cartonnage Stica, (manu-

facturer, wholesaler), 2 Rue Saint-Gabriel, Toulouse, Haute-Garonne. WTD 1/14/64.

266 Building Paper, Board Mills

GERMANY—Insulating wallboard: heat, cold, fire, sound resisting. Importing distributor requests replies from U.S. manufacturers only, quotations cif Rotterdam. Promat Gesellschaft fuer moderne Werkstoffe mbH. & Co. K.G., 12 Klopstockstrasse, 4 Duesseldorf. WTD 1/9/64.

SYRIA—Hardboard, imitation wood grains, treated and tempered, for interior decoration; approx. 300 sheets 244 cm. x 122 cm. Direct purchase and agency. Ferid S. Gareg, (importer, commission merchant), P.O. Box 1141, Amin Rihani St., Minassian Bldg., Aleppo. WTD 4/8/63.

273 Books

PAKISTAN—Books, Islamic topics; religious, general. Sh. Muhammad Ashraf, (manufacturer-printer, publisher), Kashmiri Bazar, Lahore. WTD 12/30/63.

274 Publishing

GERMANY—Sheet music. Requests replies in German. Darmstaedter Musikzentrale, Dr. Karl Schaefer, (retailer, importer, exporter), Schulstrasse 14, 61 Darmstadt. WTD 1/20/64.

281 Industrial Chemicals

AUSTRALIA—Naphthalene blocks for insertion in garbage cans, toilet bowls. Direct purchase and agency. Brook Lodge Products Pty. Ltd., (importer, manufacturers' representative), 174 Dennison Rd., Dulwich Hill, N.S.W.

GERMANY—Alpha-, Beta-, and Gama Picoline in 5 ton lots; Ortho-Cresol in 30 ton lots; and pure Pyridin, 114 to 116 centigrades evaporating points. Possehl Chemie und Isolierstoffe GmbH, (importer), Hamburg, Steinhoeft 11. WTD 1/9/62.

■ **GREECE**—Liquid chlorine, anhydrous; pure, 150,000 kgs., in steel cylinders of approx. 500 to 1,000 kgs. Loan No. 240-H-028. U.S. source. Bid deadline February 22. Ref. No. 3. Public Power Corp., 30, Chalkokondyli St., Athens 102. Cable: DEH, Athens. Bids are solicited on a world wide basis. If the selected offer is from the U.S., it is expected that these purchases will be financed by AID under the loan cited or with free dollars. Copies of detailed specifications, conditions may be obtained from: Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-37.

● **IRAQ**—Liquid chlorine, 500 cylinders of 150 lb. Tender notice No. 4, bid deadline March 10. Directorate General of Municipalities, Ministry of Municipal & Rural Affairs, Baghdad.★ (Telephone: 202-WO 7-3465).

● Numerous laboratory equiment, chemical reagents for bacteriological and chemical testing. Tender No. 10/59/1518, bid deadline March 15. Baghdad Water Supply Administration, Baghdad.★ (Telephone: 202-WOrth 7-2008).

JAPAN—Ceramic colors; liquid gold for ceramic use. Requests replies with prices, cif Japan. K.K. Nagoya Boeki Shokai, (trading company), 3, 1-chome, Suitosaki-cho, Higashiku, Nagoya. WTD 1/10/64.

PAKISTAN—Textile chemicals: dyestuffs, bleaches. Colony Textile Mills Ltd., (manufacturer), Ismailabad, District Multan. WTD 12/26/63.

Polishing compositions, salts (as used in surgical instrument manufacture). Bashir Jamil & Bros., (manufacture of surgical instruments), Mujahid Rd., Sialkot. WTD 12/3/63.

Dyes, pigments, chemicals as used in paint industry, synthetic resin, wood oil, glues, gums, natural resin, lac, painters material of all sorts (dryers, cellulose, chips, cotton, extenders, whiting). Crescent Paint Color & Varnish Works Ltd., (manufacturers of paints), 10 Baradari Rd., P.O. Shahdara Mills, Lahore. WTD 12/24/63.

SINGAPORE—Chemicals for household insecticide—"Diazinon": importer, exporter, wholesaler and manufacturer requests replies from manufacturers of industrial chemicals with price quotations cif Singapore. Packing in 40-gallon drums. Prices must be competitive. Direct purchase. Ridsect Co. (M) Ltd., 875 Bukit Timah Rd., Singapore 10. WTD 1/2/64.

282 Synthetic Materials

GERMANY—Synthetic fibers (acrylics, polyesters and polyvinyls) usual measurements, dull and bright, used for spinning, for mattress manufacturing and for tufting; direct purchase and/or agency. Request price quotations cif European ports. Schroeder, Vogel & Co., 5 Burgsteinfurter-Damm, 4441 Mesum/Westf. WTD 1/16/64.

■ **GREECE**—Polyethylene, off grade, approx. 150 tons. Loan No. 240-H-028. U.S. source. Quotation date February 24. Cif. Kazaplasts S.A., Nectariou 3, Athens. SBC-39.

■ **KOREA**—Synthetic rubber, SBR 1000, 1500, 1712, 1778, approx. 8 m.t.; synthetic rubber, nutyl, bucar butyl 6000S. or equivalent. C&f, cif Pusan and/or Inchon. Ref. No. FFO-SAI-3-809A. Korea Bicycle Industries Cooperation, No. 308, 3-ka, Ulchi-ro, Chung-ku, Seoul.

■ Hyparon No. 20, No. 40, or equivalent, 400 kgs.; latex, FR-S-2105, centrifugal natural latex, or equivalent. Ref. No. FFO-SAI-3-834A. Tong Shin Chemical Products Co. Ltd., 36 Moonraedong 2-Ka, Yongdongpo-Ku, Seoul. Cable: EUNSUNG, Seoul.

Both for PA No. 489-356-3212. Limited world wide (901). Quotation date February 24. SBC-39.

■ **TURKEY**—Synthetic rubber, Ameripol 1712, 1708; synthetic rubber, Hycar Nitrile 1041, approx. $9,700. Gislaved Kaucuk Sanayi ve Ticareti TAS, Asir ef. Cad. Kismet Han Kat 2, Istanbul. Offers cif Istanbul with literature and possibly samples. Import License No. 2795. Quotation date February 28. Loan No. 277-H-043. U.S. source. SBC-40.

■ **VIETNAM**—PVC compound plastic resin for film extrusion, assorted colors, 30 m.t. To Hop Thanh My, 444-446 Hai Ba Trung, Saigon. Quotation date February 24.

■ Lithopone, 30%; 441,000 lb. Ets. Bui Duy Can, 84 Hong Thap Tu, Saigon.

Above are limited world wide (901) source. Offers on c&f basis only; fob and freight costs indicated separately. Freight 100% U.S. flag vessels. A copy of each offer should be sent to the Director General of Commerce, 59 Gia Long, Saigon. SBC-43.

283 Drugs

IRAN—Ethical pharmaceutical specialties. Iran Pharmic Co., (importer, representative, wholesaler), 19 Goudarzi St., Pahlavi Ave., Tehran. WTD 1/14/64.

● **IRAQ**—Sera and vaccines, as folows: Tetanus antitoxin B.P. refined globulin enzyme treated prophylaetic 1500 inter. units each 1 cc, 300,000 ampoules; Tetanus antitoxin B.P. refined globulin enzyme treated therapeutic 50,000 I.U. in 10 cc vials, 8,000 ampoules; diphtheria antitoxin, 10,000 I.U. in each 3 cc, 10,000 ampoules; diphtheria antitoxin 40,000 I.U. in each 10 cc; 8,000 ampoules; anti-snake venom serum 10 cc, 3,000 ampoules; anti-scorpion serum, 5,000 ampoules; Haemostatic serum, B.P.C. 1934, 40,000 ampoules; and diphtheria tetanus and pertusis vaccines, 30,000 vials. Tender Notice No. 56/63, bid deadline February 23. Central Foreign Purchasing Board, Ministry of Finance, Republic of Iraq, Baghdad.★ (Telephone: 202-WO 7-3394).

■ **KOREA**—Streptomycin sulfate, bulk U.S.P., 350 kgs. Han Dok Remedia Ind. Co., Ltd., No. 15, 2-Ka, Myung-Dong, Chung-Ku, Seoul. Ref. No. FFO-SAI-4-4. Expiry period not shorter than 5 years; manufacturer's certificate, origin certificate with original manufacturer's name, address, antibiotic inspection certificate required. Quotations cif and c&f by U.S. flag liner vessel. Samples required.

■ Streptomycin sulfate, 80 kgs; cresol, 2 m.t., petrolatum snow white, 3 m.t., vitamin C, 250 kgs, vitamin B1, 20 kgs, vitamin B2, 10 kgs., calcium pantothenate, 20 kgs; all USP. Brand name clearly described in offers, samples required, cif, Pusan by U.S. flag liner; fob price. Ref. No. FFO-SAI-4-5. Sam Yung Chemical Co., Ltd., 207, Insa-dong, Chongno-Ku, Seoul.

■ Aspirin, caffeine anhydrous, isopropyl antipyrine, lactose, petrolatum, white, phenacetin, vitamins, various, penicillin, neomycin, streptomycin, various quantities in kilograms. Ref. No. FFO-SAI-4-3. Korea Pharmaceutical Ind. Asosciation 181 Kwanchul-Dong, Chongno-Ku, Seoul.★

Quotation date for all the above February 24. PA. No. 489-370-901-356-3212. Limited world wide (901). Copies of all offers made should be sent Air Mail to the Bank of Korea, Attn: AID Section, and to the Director, USAID, c/o American Embassy, Seoul. Subject to OSB pharmaceutical regulations. SBC-43.

284 Soaps, Detergents, Cleaning Preparations, Perfumes, Cosmetics

AUSTRALIA—Automobile body polishes, cleaners, top dressings. Direct purchase and agency. Brook Lodge Products Pty. Ltd., (importer, manufacturers' representative), 174 Dennison Rd., Dulwich Hill, N.S.W.

FRANCE—Insecticides (household); moth-control agents; mosquito and fly-sprays; disinfectants; rodent, ant, and termite poisons; room-deodorants and aerosol cosmetics; related products, preferably of new types. Direct purchase and agency or distributorship. Inquirers seek to conclude mutually satisfactory agreements in view of an exchange of sales services in the two respective countries. Société "L'Ebène," (Etablissements Mazelaygue), (manufacturer, wholesaler), 91 Rue Camille-Godard, Bordeaux, Gironde. WTD 7/11/63.

JAMACIA—Hair dressing preparations; importer, wholesaler, commission merchant, agent requests replies from manufacturers only with price quotations. Direct purchase and agency. Lascelles deMercado (Distributors) Ltd., 2 Church St., Kingston. WTD 6/12/63.

PAKISTAN—Electroplating polishing compounds. Direct purchase and agency. Phillips & Jones, (manufacturers of surgical instruments, badges and regalias), Phillips St., Sialkot. WTD 12/4/63.

SPAIN—Cosmetics, toilet preparations, perfumes, beautician's sundries, importer, wholesaler, retailer, agent requires catalogues and price lists. Direct purchase and agency. Almacenes Madrid de David Nauffal, P.O. Box #45, Santa Isabel de Fernando Poo, Spanish Guinea (West Africa). WTD 12/26/63.

285 Paints, Varnishes, Lacquers, Enamels

FRANCE—Paints of all types (for interior and exterior), and varnishes, lacquers or enamels; also surfacers, primers, thinners, and allied products. Direct purchase. Inquirers are also interested in distributorship and in an exchange of sales services for related lines in the two respective countries. Société "L'Ebène" (Etablissements Mazelaygue), 91 Rue Camille-Godard, Bordeaux, Gironde. WTD 7/11/63.

287 Agricultural Chemicals

AUSTRALIA—Pet supplies, including insecticides, disinfectants. Direct purchase and agency. Brook Lodge Products Pty. Ltd., (importer, manufacturers' representative), 174 Dennison Rd., Dulwich Hill, N.S.W.

289 Chemical Products

AUSTRALIA—Snake repellents. Direct purchase and agency. Brook Lodge Products Pty., Ltd., (importer, manufacturers' representative), 174 Dennison Rd., Dulwich Hill, N.S.W.

■ **GREECE**—Carbon black, approx. 30 tons, furnace grades HAF, HMF, FEF, SPF, SRF, channel grade EPC. Packed in bags; fas U.S. port or cif Thessaloniki. Loan No. 240-H-028. U.S. source. Quotation date February 22. Nikolaos Koemtzopoulos, Frangon St. 10, Thessaloniki. Cable: ELDEKO, Thessaloniki. SBC-37.

IRAQ—Waterproofing compounds. Direct purchase and agency. Majid Ibrahim & Co., (importer, wholesaler, retailer, agent), 85T-3-1 Sa'doun St., Baghdad. WTD 1/8/64.

PAKISTAN—Printing inks; glue, gum. Sh. Muhammad Ashraf, (manufacturer-printer & publisher), Kashmiri Bazar, Lahore. WTD 12/30/63.

291 Petroleum Refining

FRANCE—Paraffin paste, wax. Direct purchase. Inquirers are also interested in distributorship and in an exchange of sales services in the two respective countries. Société "L'Ebène" (Etablissements Mazelaygue) (manufacturer), 91 Rue Camille Godard, Bordeaux-Gironde. WTD 7-11-63.

300 Rubber Products

PAKISTAN—Raw rubber. Direct purchase and agency. Phillips & Jones, (manufacturers of surgical instruments, badges and regalias), Phillips Street, Sialkot. WTD 12/4/63.

301 Tires, Tubes

SYRIA—Tire, tube repair materials. Asadour Seykeldjian, Bustan Gul-Ab, Aleppo.

General line of pneumatic tires for trucks, buses, cars, farm tractors; tubes. Direct purchase and agency. Ayyub Bishara & Sons, (importer, agent), Kamishli.

VIETNAM—Truck and tractor tires, tubes. Direct purchase and agency. Ky-Son, (importer, wholesaler), 205-207 rue Docteur Calmette, Saigon.

306 Fabricated Rubber Products

AUSTRALIA—Automobile upholstery fabrics. Direct purchase and agency. Pet supplies: rubber toys, bones. Direct purchase and agency. Brook Lodge Products Pty. Ltd., (importer, manufacturers' representative), 174 Dennison Rd., Dulwich Hill, N.S.W.

307 Plastics Products

FRANCE—Plastic household, kitchenwares; rigid, non-rigid types; plastic garden implements. Medium-priced new plastic articles for home use preferred. Direct purchase for resale in France. Also agency for Bordeaux region. Requests replies from manufacturers only. Etablissements Joyaux Ainé & Cie., (manufacturer, wholesaler), Avenue de Bourranville, Mérignac, Gironde. WTD 7/26/63.

PHILIPPINES—Cellulose sausage casings. Mr. Florentino Genato, Jr., President, Genato Commercial Corp., (importer, wholesaler, manufacturer), 1134-1140 R. Hidalgo, P.O. Box 1396, Manila. WTD 3/4/63.

310 Leather Products

HONG KONG—Men's, women's, children's leather jackets; belts, wallets; requests replies from manufacturers only, with catalogs, price lists. The Dragon Seed Co., Ltd., 37-39 Queen's Rd., C., Hong Kong (P.O. Box 79). WTD 5/27/63.

319 Leather Goods

AUSTRALIA—Pet supplies: leather harnesses, leashes. Direct purchase and agency. Brook Lodge Products Pty. Ltd., (importer, manufacturers' representative), 174 Dennison Rd., Dulwich Hill, N.S.W.

322 Glass, Glassware

● **TUNISIA**—Glass insulators, 27,000 units, for 150 KV line linking La Goulette to Metlaoui. Bid deadline March 1. Societe Tunisienne de l'Electricite et du Gaz 38, Rue de Besancon, Tunis. Specifications in French.★ (Telephone: 202-WO 7-4387).

325 Structural Clay Products

● **BURMA**—Kiln lining bricks, aluminum silico, 20,300 pieces, various grades and specifications. Tender No. CM/s. tons/39/64.E.1, bid deadline February 28. The Chairman, Cement Mills (Industrial Development Corp.) Thayetmyo.★ (Telephone: 202-WO 7-4685).

326 Pottery

PAKISTAN—Porcelain electrical products, high voltage; resistance welders & components; insulators; welding transformers. Direct purchase and agency. Yu-Slim & Co., Ltd., (importing distributors), Plaza Bldgs., Queens Rd., Lahore. WTD 12/11/63.

327 Concrete, Gypsum, Plaster Products

PHILIPPINES—Building materials. Direct purchase and agency. Mr. Conrado Sanchez, Jr., Amon Trading Corp. (importer, wholesaler, retailer, exporter, indentor), 246 Buendia Ave., Makati, Rizal; P.O. Box 1151, Manila. WTD 11/2/62.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

See also SPECIAL TRADE LEADS on page 29.

PAKISTAN—Grinding wheels, natural abrasive. Bashir Jamil & Brothers, (manufacturers of surgical instruments), Mujahid Rd., Sialkot. WTD 12/3/63.

Natural abrasive grinding wheels.

Emery, grain, powder, flour. Direct purchase and agency. Phillips & Jones, (manufacturers of surgical instruments, badges and regalias), Phillips Street, Sialkot. WTD 12/4/63.

331 Steel Mill Products

★★ **GERMANY**—Slagless and chromium-free carbon steel for the manufacture of balls for electric meters. Can use substantial quantities. Heliowatt Werke Elektrizitäts-A.G., 39 Wilmersdorfer Strasse, Berlin 12.

■ **GREECE**—Stainless steel sheets, type 304, 2B finish, all in gauges 20-26, optional sizes 30″ x 60″ and larger; approx. $10,000; c&f or cif Piraeus. Quotation date February 24. Loan No. 240-H-028. U.S. source. Portias Bros., 47 Kastoros St., Piraeus. SBC-39.

■ **INDIA**—Steel sheets to SAE 1010, hot rolled, extra deep drawing quality, 8′ x 4′; USG 11, .1196″, 57 m.t.; USG 14. .074″, 8 m.t.; USG 18, .0478″, 1.5 m.t. Steel sheets to SAE 1010, hot rolled, pickled and oiled, 8′ x 4′, .093″, plus/minus .004″, 7 m.t. Steel sheets to SAE 1010, cold rolled, oiled; 8′ x 4′, 20 USG, .0359″, 2.5 m.t.; 6′ x 3′, .025″, 2.5 m.t. Steel sheets to SAE 1035, cold rolled, oiled, 8′ x 4′, .065″/.060″, 5 m.t.

Scaleless back oil tempered spring steel sheets, .7/.8 carbon, hardness R 'A' 73-74½, 6′ x 3′, .020″, 3.25 m.t. To certain general instructions for submitting offers. Loan No. 386-H-082. U.S. source. Quotation date February 22. IL No. P/RM/001319/R/DL/5D/17/45/282. Ref. No. DC/217/BDL/239. Turner Hoare & Co. Ltd., Gateway Bldg., Apollo Bunder, Bombay 1. Cable: ENDEAVOR, Bombay.

■ High tensile galvanized steel wire, dia. .144″, .110″, .161″, .132″, to ASTM 245-60 or latest revision thereof, for use as core wire in the manufacture of ACSR conductors, min. carbon content .60%, in coils of 400/425 lb. each; steel rod from which wire is drawn should not have been made by Bessemer process. Loan No. 386-H-082. U.S. source. Quotation date February 29. IL No. P/RM/000825/R/DL/18/S/D/17/45/431. Ref. No. DC/217/BDL/NSWP/255. National Screw & Wire Products Ltd., Stephen House, 4 Dalhousie Square, Calcutta 1. Cable: NASCREW, Calcutta. SBC-39.

■ Stainless steel tubing for laboratory, type 316. Seamless, standard lengths; ⅛″ O.D., 120 lin. ft., ¼″ O.D., 40 lin. ft., 1″ O.D., 50 lin. ft., 18 BWG; 2″ O.D., 16 BWG, 50 lin. ft.; 4″ O.D., 14 BWG, 50 lin. ft. Limited world wide (898). Quotation date February 24. Requisition No. 1070 CH./E/206. Inquiry No. 719. Quotations should be submitted to Mr. Robert E. Johnson, Purchasing Agent, Educational Services Inc., Kanpur Indo-American Program, 164 Main St., Watertown, Massachusetts. SBC-37.

■ **PAKISTAN**—Steel strips, cold rolled, 18″ x 26G; approx. $60,500. M.S. billets, to SAE 1010/1020/1025, 2″ x 2″ or 2½″ x 2½″, length 18 ft. and above; approx. $142,000. Tinplates, prime electrolytic, 0.50 lb. coating, 107/108 lb., base weight, 18¾″ x 28″ x 30G, or 20″ x 30″ x 30G; $131,500. Pig iron, foundry grade III; $71,000. Prices should be quoted per l.t. of 2240 lb., fob/fas, cost and freight separately, on U.S. flag vessel. Ahmadali Yousufali Rawalpindiwala & Sons, Marriot Rd., Karachi. Cable: STEELBEAMS.

■ Prime M.S. billets, SAE 1020/1025, each billet heat mark stamped with works test certificate, sizes 1 x 1″ and/or 1¼″ x 1¼″ and/or 1½″ x 1½″ and/or 2″ x 2″ and/or 2½″ x 2½″, length 18 ft. and/or up, with 10% shorts down to 10 ft., $26,250. M.S. strips, 3″/24″ x 10G/20G, $26,250. Foundry pig iron, analysis Si 3.26/3.50%, Mn 1.01/1.25% Ph 0.31/0.50%, Su 0.05%; $26.50. Prime coke tinplate, coating 1.25 lb., 18¾″ x 28″ x 30G and/or 20″ x 30″ x 30G, $26,250; fas, c&f. Qutbuddin & Bros., Lawrence Rd., Opp. Mission Rd., Karachi.

■ M.S. strips, 3″/24″ x 10G/20G, $26,250. Foundry pig iron, analysis, Si 3.26/3.50%, Mn 1.01/1.25%, Ph 0.31/0.50%, Su 0.05%; $26,-250. Prime coke tinplate, coating 1.25 lb., 18¾″ x 28″ x 30G and/or 20″ x 30″ x 30G, $26,250. Prime M.S. billets, to SAE 1020/1025, each billet heat mark stamped with works test certificate, sizes 1″ x 1″ and/or 1¼″ x 1¼″ and/or 1½″ x 1½″ and/or 2″ x 2″ and/or 2½″ x 2½″, length 18 ft. and/or up, with shorts down to 10 ft., $26,250; fas, c&f. Qamar Industrial Corp., Lawrence Rd., Opp. Mission Rd., Karachi.

■ Prime M.S. billets, to SAE 1020/1025, each heat mark stamped with works test certificate, sizes 1″ x 1″ and/or 1¼″ x 1¼″ and/or 1½″ x 1½″ and/or 2″ x 2″ and/or 2½″ x 2½″, length 18 ft. and/or up, with 10% shorts down to 10 ft., $26,250. Prime coke tinplate, coating 1.25 lb., 18¾″ x 28″ x 30G and/or 20″ x 30″ x 30G, $26,250. Foundry pig iron, analysis Si 3.26/3.50%, Mn 1.01/1.25%, Ph 0.31/0.50%, Su 0.05%, $26,250. M.S. strips, 3″/24″ x 10G/20G, $26,250; fas, c&f. Saify Iron Mart, Lawrence Rd., Opp. Mission Rd., Karachi.

Above, U.S source. Quotation date February 24. Purchases contemplated to be financed by a loan not yet authorized. Habib Bank Ltd. SBC-41.

■ Mild steel strips, hot rolled, open hearth, commercial quality, rimmed type, for manufacture of tubes on resistance welding plant. Dia. of pipes ½″ to 6″, various thicknesses, widths, total approx. 50,000 l.t.; c&f Karachi, 100% U.S. flag vessels. Purchase to be financed by a loan not yet authorized. National Bank of Pakistan, Post Box No. 4840, Karachi 2. U.S. source. Hyesons Steel Mills, Ltd., Abdul Hye Chambers, Dockyard Rd., West Wharf, Karachi 2. SBC-44.★

■ Steel strips, $10,500, size 3/24″ x 10G/24 G/ Prices per l.t., c&f, Karachi, ocean freight separately, usual packing. 100% U.S. flag vessel. Quotation date February 26. Craft Corner, B-25 Shikarpuri Market, Bunder Rd., Karachi. $10,500.

■ Machine cast foundry grade pig iron, $63,000; c&f. Loose packing, 100% U.S. flag vessel. Central Mechanical Engineering Co., Ltd., Off Lawrence Rd., Karachi. Cable: TURNERS, Karachi. Quotation date February 24.

■ Pig iron, foundry grade, fas or c&f. Quotation date February 25. Messrs. Rahman & Matin Ltd., Mereweather Tower, Bunder Rd., Karachi 2. Cable: RAMAT. 100% U.S. flag vessel.

■ Mild steel strips, hot rolled for manufacturing electrically welded pipe, sizes k.9/16 to 6⅝″, 16, 17, 18, 20 SWG., total 1067 tons. Prices per l.t., fas U.S. port and c&f Karachi. Quotation date February 24. Hilal Industries, B/8, S.I.T.E., Manghopir Rd., Karachi.

■ Electrolytic tinplate. 18¾ x 28 x 30G, 20 x 30 x 30G, $31,500; 18¾ x 28 x 31G, 20 x 30 x 31G, $10.500; c&f Karachi. Ocean freight separately. 100% U.S. flag vessel. Mohd Ashfaq Mohd Ishaq Allawala, c/3, S.I.T.E., Manghopir Rd., Karachi. February 26.

Above to be financed by a loan not yet authorized. National & Grindleys Bank, Ltd., P.O. Box No. 4662, McLeod Rd., Karachi. U.S. source. Subject to GSA Defense Materials Services procedure. SBC-44.

■ Electrolytic tinplate, .25 coating or heavier, 18 x 24″ and larger. selected grade, gauge 30, 107 lb. base weight; tinplate, prime coke, 1.25 coating, 30 gauge, 18¾″ x 28″ or 20 x 30″, $36,500. Quotation date February 26. M/s. Kahn Bros. Trading Co., B-68, S.I.T.E., Manghopir Rd., Karachi. Cable: KHANIMPEX, Karachi.

■ Prime electrolytic tinplate, excellent quality, mainly 0.50/0.75 coating, and better, all bright, soft temper, 107 lb. base weight, 30 gauge, assorted, packed each end, separate skids, size 18¾ x 28″, 20 x 30, $10,600, c&f Karachi. Messrs. Noor & Co., Machhi Miyani Rd., No. 1, Kharadhar, Karachi, Cable: NAZZARA. Quotation date February 25.

■ Tinplate, electrolytic prime, U/A, 107/108 B.W. coating 050 in standard packing containers. 18¾ x 28″, approx. 16 l.t., 20 x 30″, 8 l.t.; fas or c&f. Quotation date February 25. Messrs. Rahman & Matin, Ltd., Mereweather Tower, Beunder Rd., Karachi 2. Cable: RAMAT.

Above to be financed by a loan not yet authorized. National & Grindleys Bank, Ltd., P.O. Box No. 4662, McLeod Rd., Karachi. U.S. source. Subject to GSA Defense Materials Services procedure. SBC-44.

■ Prime rerolling quality M.S. billets, 2 x 2″, 18/22 ft. long, 10% shorts not below 10 ft. with heat mark stenciled; c&f price per l.t., $105,000. 100% U.S. flag vessel. S.T.R. Salaymohamed & Co., Rehmani Manzil, Salehmohmed St., P.O. Box 4062, Karachi 2. Cable: GULSHANBAG.

■ M.S. billets, prime rerolling quality to SAE-1006, 1008, 1010, 1015, 1020, 1025 and/or 1030, 1035, 1040, 1045, 1050, 1055, 1060, for the manufacture of electrode core wire. Carbon .07 max., mn. .40 to 60% max., phos. 0.2% max., sulphur 0.3% max., copper .15% max. 16 ft. and above allowing max. 10% shorts down to min. 12 ft., 10,000 l.t.; approx. $1,050,000. Steel Corp. of Pakistan Ltd., 3rd fl., Jubilee Insurance House, McLeod Rd., Karachi.

■ M. S. billets, prime rerolling quality, to SAE 1006, 1008, 1010, 1015, 1020, 1025, 1030, 1035, 1040, 1045, 1050, 1055 and/or 1060. 2500 tons per month of mixed sizes. Same buyer as item above.

Purchases to be financed by a loan not yet authorized. National Bank of Pakistan, Post Box No. 4840, Karachi 2. U.S. source. Quotation date February 22. SBC-44.

■ Machine cast foundry pig iron, $10,500; fas price per l.t., freight from U.S. to Karachi specified separately. 100% U.S. flag vessels. Quotation date February 22. Tauqir Ahmad & Co., 60 Motandas Market, Bunder Rd., Karachi. Cable: ANJUMCO.

■ Pig iron, foundry grade, FL 17/23, $5,250; electrolytic tinplate, prime G:30, $5,250. Subject to GSA Defense Materials Services procedure. Quotation date February 24. S. Fazal Karim & Sons, 17, P.M.A. Bldg., Nicol Rd., Karachi 2. Cable: CITADEL, Karachi.

■ Electrolytic tinplate, prime coating, 0.25, 30 gauge, 107 lb. base weights, 18¾ x 28 or 20 x 30″, $21,000. Quotation date February 22. M/s Abdul Majid Bros., 251 Bunder Rd., Opp. Denso Hall, Karachi. Cable: PARASHUTE, Karachi. Subject to GSA Defense Materials Services procedure.

■ Electrolytic tinplate, coating .25 to .75, base weight from 90-108 lb., standard sizes; c&f price per l.t., $10,500. 100% U.S. flag vessel. Quotation date February 22. S.T.R. Salaymohamed & Co., Rehmani Manzil, Salehmohmed St., P.O. Box No. 4062, Karachi 2. Cable: GULSHANBAG.

Above to be financed by a loan not yet authorized. National Bank of Pakistan, Post Box No. 4840, Karachi 2. U.S. source. SBC-44.

■ Electrolytic tinplate, prime, coating 0.25, 30 gauge, 107 lb. base weight, size 18¾″x28″ or 20x30″, $10,500. M/S. Sh. Mohd Said Abdul Rauf, 44-Liaqat Market, Karachi.

■ Coke tinplate prime U.A., 1.25 lb. coating, 107 lb. base weight, size 18¾x28″, 20x30″ in proportion; electrolytic tinplate prime U.A., 0.75/0.25 lb. coating, differential 100 lb. baseweight, size 35 1/16″x39.15″; electrolytic tinplate prime U.A. 0.75 lb. coating, 107 lb. base weight, 18¾x28, 20x30″ in proportion; $520,-000. c&f Karachi. Burma Oil Mills, Ltd., West Wharf Rd., Karachi. Cable: BUROIL, Karachi.

■ Tinplate, prime coke quality, 1.25 coating, U/A, 107 lb. base weight, 30 gauge. size 18¾x28″ and/or 20x30″, bright, soft temper $10,500. To special conditions. Zabirali & Co., L.A.B. Colin St., Off Lawrence Rd., Karachi.

■ Prime electrolytic tinplate, 0.50 lb. tin coating, 100 lb. base weight, 18¾x28, 20x30; electrolytic tinplate, bright finish, soft temper, 0.25 lb. tin coating, 100/107 lb. base weight, assorted, 18x24″ and larger, original mill packing; $42,000 each. Sind Industrial Corp., Lawrence Rd., Karachi 3. Cable: TINWARE, Karachi.

Above to be financed by a loan not yet authorized. National Bank of Pakistan, Post Box No. 4840, Karachi 2. U.S. source. Quotation date February 22. SBC-44.

■ Mild steel strips, CRCA, in coils, ASTM A-109, 10 to 26 gauge, size 2½ to 21″, total $105,0000; c&f Karachi. Yusuf Re-Rolling Mills, B/13, S.I.T.E., Manghopir Rd., Karachi 16.

■ 100% prime quality electrolytic tinplate, U/A, 0.25 lb., 0.50, 0.75 lb. coating, 107/108 lb. base weight, 18¾x28x30 gauge, 20x30x30″, $21,000 each. Haji Yusuf Ismail Mala & Co., Najmuddin St., Nanakwara, Karachi 1.

■ Tinplate, electrolytic, prime U/A, 107/108 B.W., packed in original mills' container with test certificate, 18¾x28, 20x30″; fas/c&f Karachi; $21,000. Yacoob Ahmed Bros., Pakistan, Ltd., 2nd fl., Dada Chambers, Opp. M. W. Tower P.O. Box 5034, Bunder Rd., Karachi 2, West. Cable: YADGAR, Karachi.

■ Electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per package, 107 lb. base weight, 30 gauge, size 18¾ and/or 20x30″, $10,500. Paragon Agencies, 4/6, Kassim St., Karachi 2. Cable: PONGEES, Karachi.

■ Common coke tinplate, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, sizes 18¾x28″ and/or 20x30″; electrolytic tinplate, 0.25 nominal coating per base box, 112 sheets per package, 107 lb. base weight, 30 gauge, 18¾ and/or 20x30″; electrolytic tinplate, size 18x24″ and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18x24 and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper, $5,250. Finsa Impex, Maryam Manzil, O.T. 6/134, Tank 2, Devan Kaliyan Lane, Karachi 2. Cable: Same. Machine cast foundry pig iron, $5,250.

■ Common coke tinplate, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, size 18¾x28″ and/or 20x30″; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per package, 107 lb. base weight, 30 G., electrolytic tinplates, 18x24 and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates 18x24 and larger 30 gauge and lighter, 0.25 coating, both sides bright, soft temper, $5,250. Rahemtulla Abdul, Raheman, Saleh Mohammed St., Karachi. Cable: Same. Machine cast foundry pig iron $5,250.

■ Machine cast foundry pig iron, U.S. origin,

to analysis Si 2.5 to 4%, Phos .30 to 1%, Mu .5 to 1%, Su .05% max., $105,000. Associated Agencies Metals, Ltd., 6 Fakhru Manzil, Marriot Rd., Karachi. Cable: ASSOAGE.

■ Pig iron, foundry grade, $21,000; fas/c&f Karachi. Yacoob Ahmed Bros., Pakistan, Ltd., 2nd Fl., Data Chambers, Opp. M.W. Tower, Bunder Rd., P.O. Box 5034, Karachi 2. Cable: YADAR, Karachi. Fob/fas per l.t., quoted separately. 100% U.S. flag vessel.

■ Common coke tinplate, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾ x 28 and/or 20x30″; electrolytic tin plates, 0.25 nominal coating per base box, 112 sheets per package, 107 lb. base weight, 30 G., 18¾ and/or 20x30″; electrolytic tinplates, size 18x24 and larger, assorted to size, 107 lb., 30 G., 0.25 coating, both sides bright, soft temper; electrolytic tin plates, 18x24 and larger, 30 G. and lighter, 0.25 coating, both sides bright, soft temper, $10,500. Subject to GSA Defense Materials Services procedure. Moosa & Co., Rajavir Lane, Plot No. 57, Newnham Rd., Karachi. Cable: NEKRAHH.

Above to be financed by a loan not yet authorized. U.S. source. The Muslim Commercial Bank, Ltd. Quotation date February 21. SBC-42.

■ Tinplate, prime coke quality, 1.25 coating, U/A, 107 lb. base weight, 30 gauge, size 18¾x28 and/or 20x30, bright, soft temper; electrolytic tinplate, prime quality, U/A, 107 lb. base weight, 30 gauge, 18¾x28″ and/or 20x30, prime, soft temper, 0.25, 0.50, 0.75 coating; electrolytic tinplate, 0.25 coating, assorted to size, 107 lb. base weight, 30 gauge, bright, soft temper, 18x24 and larger; electrolytic tinplate, 0.25 coating, bright both sides, soft temper, unassorted, 18x24″ and larger, 30 gauge and lighter; machine cast foundry pig iron; $10,500. Tinplate, prime coke quality, 1.25 coating, U/A, 107 lb. base weight, 30 gauge, 18¾x28″ and/or 20x30, bright soft temper; electrolytic tinplate, prime quality, U/A, 107 lb. base weight, 30 gauge, 18¾x28 and/or 20x30, bright, soft temper, 0.25, 0.50, 0.75 coating; electrolytic tinplate, 0.25 coating, assorted to size, 107 lb. base weight, 30 gauge, bright, soft temper, 18x24″ and larger; electrolytic tinplate, 0.25 coating, bright both sides, soft temper, unassorted, 18x24 and larger, 30 gauge and lighter; machine case foundry pig iron; $10,500; c&f Karachi, 100% U.S. flag vessels. Subject to GSA Defense Materials Services procedure. Contemplated to be financed by a loan not yet authorized. U.S. source. Al-Hamd Agencies, Mithadar Chourk, Karachi. The Muslim Commercial Bank, Ltd. Quotation date February 21. SBC-42.

■ Tinplate, prime electrolytic, 0.75 coating, unassorted 107 lb. base weight, size 18¾x28″ and 20x30″, gauge 30, in proportion of about 66% and 34% respectively. Quantity to cover $42,000; c&f l.t., Karachi/Chittagong, ocean freight separately. All AID marking requirements to be fulfilled. 100% U.S. flag. Subject to GSA Defense Materials Services procedure. Contemplated to be financed by a loan not yet authorized. U.S. source. Pakistan Oil Products, Rambharti St., Karachi. Quotation date February 21. SBC-42.

■ Prime coke tinplate, coating 1.25 lb., 18¾″x 28″x30G and/or 20″x30″x30G; $35,000. M.S. strips, 3″/24″x10G/20G; $35,000. Foundry pig iron, analysis Si 3.26/3.50%, Mn 1.01/1.25%, Ph 0.31/0.50%, Su 0.05%; $35,000; fas, c&f. Mian Gamoon Abdurrehman, 13/B Shikarpuri Cloth Market, Bunder Rd., Karachi 2.

■ Pig iron, foundry grade I, analysis Ca 3.50/4%, Ph 0.40%, Si 2.75/3.5%, Su 0.35% max., Mn 1/1.5%; $105,000. M.S. billets, to SAE 1010 and/or SAE 1020 and/or SAE 1025 and/or SAE 1030, with Works Test Certificate, heat number marked on each billet, length 18 ft. and up, 2″x2″, 2½″x2½″, 3″x3″, 4″x4″; $210,000. Messrs. Qadri Brothers Foundry & Workshop, B/36 S.I.T.E., Karachi.

■ Prime electrolytic tinplate U/A, 0.50 lb. coating, 107/108 lb. base weight; $10,500. Foundry pig iron, grade I; $10,500. M/s Dawood Traders, Herchandrai Rd., Karachi.

■ Machine cast foundry pig iron, analysis Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05%, C 3.00-4.5%; $5,250. Common coke tinplates, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾″x 28″ and/or 20″x30″; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per package, 107 lb. base weight, 30 gauge, 18¾″ and/or 20″x30″; electrolytic tinplates, 18″x24″ and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18″x24″ and larger, 30 gauge and lighter 0.25 coating, both sides bright, soft temper; $5,250. Messrs. Union Stores, MR-2/44, Marriot Rd., Karachi 2.

■ Electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per package, 107 lb. base weight, 30 gauge, 18¾″ and/or 20″x30″; $5,250. Machine cast foundry pig iron, approx. analysis, Si 2.5-3.25%, Ph .30-1%, Mn 1-1.2%, Su .05% max., C 3.00-4.5%; $5,250. Paragon Agencies, 4/6, Kassim St., Karachi 2.

■ Machine cast foundry pig iron, approx. analysis S. 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, su .05% max., C 3.00-4.5%; $4,200. Common coke tinplates, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾″x28″ and/or 20″x30″; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per package, 107 lb. base weight, 30 gauge, 18¾″ and/or 20″x30″; electrolytic tinplates, 18″x24″ and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18″x24″ and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; $6,300. Mohamed Ebrahim Sekhani, G/51/12 Cochinwala Market, Karachi, Cable: THREELUCK, Karachi.

■ Machine cast foundry pig iron, approx. analysis, Si 2.5-3.25%, Ph. .30-1%, Mn 1-1.25%, Su .05% max.. C 3.00-4.5%; $5,250. Electrolytic tinplates, 18″x24″ and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; $5,250. Moosa Noor Mohammad & Brothers, 31, New Cloth Market, Bunder Rd., Karachi 2.

Above U.S. source. Quotation date February 24. Purchases to be financed by a loan not yet authorized. Habib Bank Ltd. SBC-41.

■ Electrolytic tinplates, 0.25 coating, assorted to size, 107 lb. base weight, 30 gauge, bright, soft temper, size 18 x 24″ and larger, $10,500. The Punjab General Impex Co., Merriot Rd., Karachi.

■ Tinplate, electrolytic, .25/.50 coating. 107 lb. base weight, bright finish, in export mill metal containers, 18 x 24 and larger, $10,500, c&f Karachi, per l.t. net. Sarvana Agencies, 91 Motan Marketm Bunder Rd., Karachi 2, W.

■ Machine cast foundry pig iron, to analysis, Si. 2.5-3.25%. Phos. .30 to 1%, Mn., 1. to 1.25%, Su. .05 max., Carbon 3.00 to 4.5%, $10,500. M. Idrees & Co., Luxmi Bldg., Bunder Rd., Karachi.

■ Electrolytic common coke tinplate, export packed, various sizes and coatings, $105,000. S. M. Corp., Dada Manzil, Rampart Row, Khori Garden, Karachi.

Above to be financed by a loan not yet authorized. The Bank of Bahawalpur, Ltd. U.S. source. To special conditions. Subject to GSA Defense Materials Services procedure. Quotation date February 21. SBC-42.

■ Cold rolled steel strips to ASTM A-366-58T, packed end to end bare coils not exceeding 4,000 lb. each, 18 gauge, widths 35⅝″, 390 l.t.; 25⅞″, 200 l.t.; c&f Karachi. United Container Industries, Ltd., City Post Box 5143, Karachi 2, W.

■ Cold rolled steel strips, tin mill black, to ASTM A-366-58T, packed end to end bare coil groups not exceeding one to two tons each, various widths 6 to 13″, 26 and 28 gauge, total 140 l.t. Kruddson Ltd., Kruddson Bldg., South Ave., S.I.T.E., Karachi 16.

Above to be financed by a loan not yet authorized. U.S. source. Subject to GSA Defense Materials Services procedure. National and Grindlays Bank, Ltd. Quotation date February 21. SBC-42.

■ Common coke tinplates, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾″x28″ and/or 20″x30″; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per package, 107 lb. base weight, 30 gauge, 18¾″ and/or 20″x30″; electrolytic tinplates, 18″x24″ and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18″x24″ and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; $5,250. Machine cast foundry pig iron, approx. analysis Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05% max., C 3.00-4.5%; $5,250. Abazka & Co., Dunolly Rd., Karachi 2. Cable: ABAZKA.

■ Common coke tinplates, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾″x28″ and/or 28″x30″; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾″x28″ and/or 20″x30″; electrolytic tinplates, 18″x24″ and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18″x24″ and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; $5,250. Machine cast foundry pig iron, approx. analysis Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05% max., C 3.00-4.5%; $5,250. Messrs. Ashrafia Chemical, Virjee St., Jodia Bazar, Karachi 2.

■ Common coke tin plates, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾″x28″ and/or 20″x30″; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per package, 107 lb. base weight, 30 gauge, 18¾″ and/or 20″x30″; electrolytic tinplates, 18″x24″ and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18″x24″ and larger. 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; approx. $5,500. Machine cast foundry pig iron, approx. analysis, Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05%, C 3.00-4.25%; $5,000. Aziz Abdul Hamid & Co., 26-A, Salehmlhamed St., Karachi. Cable: "BLUEBIRD."

■ Pig iron, Grade FL23; approx. $5,250. Tinplates, electrolytic, prime, coating 0.25, gauge 30, 107 lb. base weight, 18¾″ x 28″ or 20″ x 30″; approx. $5,250. M/s Haji Rahemtulla Abdul Sattar & Co., Virumal Hasmatrai Bldg., Frere Rd., New Chali, Karachi 2. Cable: CHIRAG.

Above U.S. source. Quotation date February 24. Purchases to be financed by a loan not yet authorized. Habib Bank, Ltd. SBC-41.

Stainless steel sheets, bars, flats, wire; alloy

steel; mild steel sheets, wire; tool steel. United Supply Association, G.T. Rd., Nizamabad, Near Wazirabad, District Gujranwala. WTD 12/30/63.

Stainless steel sheets, bars, flats, wire; alloy steel; tool steel; mild steel sheets, wire. Khawri & Co., G.T. Rd., Nizamabad, Near Wazirabad, Distt. Gujranwala. WTD 12/27/63.

Stainless steel; stainless files. Bashir Jamil & Brothers, (manufacturers of surgical instruments), Mujahid Rd., Sialkot. WTD 12/3/63.

■ Coke tinplate, 28, 30 gauge; electrolytic tinplate, 30 gauge, $10,500. Prices per l.t., c&f Karachi, ocean freight separately. 100% U.S. flag. Messrs. Salam Bros., Marriot Rd., Karachi. Quotation date February 25.

■ Electrolytic tinplate, prime U.A. 30 G., 107 lb. base weight, 0.75 lb. coating, 18¾x28″, 20x30″, proportion of about 66 and 34% respectively, $63,000. M/s Yes Associates, 282 Bunder Rd., Karachi 2.

■ Cold reduced electrolytic tinplate, primes, 0.75 lb. coating, 108 lb. basis, 30 gauge, suitable for the manufacture of 4 I.G. kerosene tins, sizes 18¾x14″, or multiples x 30 gauge, top and bottom, 20x10″, or multiples, x 30 gauge, c&f Karachi, $126,000. Attock Oil Co., Ltd., P.O. Box No. 4832, Writers Chambers, Dunolly Rd., Karachi.

■ Electrolytic tinplate prime U.A. 30 G., 107 lb. base weight, 0.75 lb. coating, 18¾x28″, 20x30″, portion of about 66 and 34% respectively; c&f Karachi. Quotation date February 24. M/s Ilyas Bros., Dadabhoy Chambers, Opp. Denso Hall, Bunder Rd., Karachi 2.

■ Cold reduced electrolytic tinplate, prime, 0.75 lb. tin coating, .05 base weight 107 lb., size 18¾x28″, 20x30″, $10,500; c&f; fas prices quoted separately; 100% U.S. flag vessels. M.H. Ghulam Husain & Co., Ltd., Byculla Mansion, Near Sind, Madressa, Frere Rd., Karachi. Cable: GRANARY, Karachi.

■ Electrolytic tinplate, prime, hot dipped, U/A, 0.75 lb. coating, base weight 107 lb., packed in approx. one ton original metal container, waterproof, paper lined skids, to AISI tolerances and specifications, 18¾ x 28 and/or 20x30″, $10,500; c&f Karachi, 100% U.S. flag vessel.

Above to be financed by a loan not yet authorized. National & Grindlays Bank, Ltd., P.O. Box No. 4662, McLeod Rd., Karachi. U.S. source. Quotation date February 24. Subject to GSA Defense Materials Services procedure. SBC-44.

■ Electrolytic tinplate, prime quality, U/A, 107 lb. base weight, 30 gauge, 18¾x28″ and/or 20x30″, bright, soft temper, 0.25, 0.50, 0.75 coating; $10,500 approx.; c&f; all U.S. flag vessels. L/C 565-OSB-211. Wallibhai & Co., Serai Rd., Karachi. Quotation date February 24.

■ Tinplate, prime coke, 1.25 coating, U/A, 107 lb. base weight, 30 gauge, 18¾x28″ and/or 20x30″, bright, soft temper, approx. 92 tons; electrolytic tinplate, prime U/A, 107 lb. base weight, 30 G., 18¾x28″ and/or 20x30″, bright, soft temper, 0.25, 0.50, 0.75 coating, 100 tons; electrolytic tinplate, 0.25 coating, assorted to size, 107 lb. base weight, 30 gauge, bright, soft temper, 18x24″ and larger, 260 tons. Panjwani Medical Stores, 179/2 Bombay Bazar, Karachi. Ref. No. L/C 565-OSB/81. Quotation date February 24.

Above to be financed by a loan not yet authorized. Habib Bank, Ltd., Foreign Exchange Branch, Habib Square, Bunder Rd., Karachi 21. U.S. source. Subject to GSA Defense Materials Services procedure. SBC-46.

■ Electrolytic tinplate, 0.25 coating, assorted to size, 107 lb. base weight, 30 gauge, bright, soft temper, 18x24″ and larger, $10,500. Omar & Co., Sir Jehangir Kothari Bldg., Bundar Rd., Karachi. Ref. No. L/C 565-OSB/148. Pig iron, foundry grade, ASTM A-43-55, $16,500, fas or c&f. Ref. No. L/C 565-OSB/142. Metal Agencies, Jilani House, Opp. Mereweather Tower, Bunder Rd., Karachi. Cable quotations acceptable.

■ Tinplate, electrolytic and coke, prime, coating 0.25, 0.50, 0.75, 1.25, U/A, 107/108 B.W., approx $10,500, fas/c&f. Pig iron, foundry grade, ASTM A-43-55; approx. $10,500; fas/c&f. L/C 565-OSB/127. S. Akhtar Ali & Sons, Fadoo Bldg., Bunder Rd., Karachi. Cable: HIPIPE.

■ Common coke tinplate, prime, 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾x28″ and/or 20x30″; electrolytic tinplate, 0.25 nominal coating, 112 sheets per package, 107 lb. base weight, 30 G, 18¾ and/or 20x30″; electrolytic tinplate, 18x24″ and larger, assorted to size, 107 lb., 30 G, 0.25 coating, both sides bright, soft temper; electrolytic tinplate, 18x24 and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper, $10,500. Hashim Ismail & Co., 2nd Fl., Parsram Parumar Bldg., No. 308, Opp. Panjabi Club, Kharadhar, Karachi. Cable: OKHAI, Karachi. Ref. L/C 565-OSB 57.

Above to be financed by a loan not yet authorized. Habib Bank, Ltd., Foreign Exchange Branch, Habib Square, Bunder Rd., Karachi 21. U.S. source. Subject to GSA Defense Materials Services procedure. SBC-46. Quotation date February 24.

■ M.S. strips, 10, 13, 16, 20 G, standard sizes, suitable for pipe making, $105,000. Ref. No. L/C 565-OSB/185. Mohamedi Pipe Mills, B/55 S.I.T.E., Karachi. Cable: REROLL, Karachi.

■ Prime coke tinplate, 1.25 lb. coating, base weight 107 lb., 30 gauge, 18¾″x28″, 20x30″, packed in original metal containers of approx. 1 ton on skids, $21,000. Ref. No. L/C 565-OSB/114. Bantva Trading Co., Rampart Row, Karachi 2.

■ Common coke tinplate, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾x28″ and/or 20x30″; electrolytic tinplate, 0.25 nominal coating per base box, 112 sheets per package, 107 lb. base weight, 30 G., 18¾ and/or 20x30″; electrolytic tinplate, 18x24 and larger, assorted to size, 107 lb., 30 G, 0.25 coating, both sides bright, soft temper; electrolytic tinplate, 18x24″ and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper, $6,300. Tai & Co., 13 Habib House, Princess St., Karachi. Cable: PICKMEUP, Karachi. Ref. No. L/C 565-OSB/190.

Above to be financed by a loan not yet authorized. Hahib Bank, Ltd., Foreign Exchange Branch. Habib Square, Bunder Rd., Karachi 21. U.S. source. Quotation date February 24. Subject to GSA Defense Materials Services procedure. SBC-46.

■ Prime tinplates, electrolytic and coke, coating 0.25/1.25 lb., 18¾″x28″ or 20″x30″, gauge 30, 107 lb. base weight; approx. $10,500. Ref. No. LC/620-OSB/240. M/S Firdous Traders, Fadoo Bldg., Karachi.

▫ Electrolytic tinplate waste waste, gauge 30, 18″x24″ min.; approx. $21,000. Ref. No. LC/620-OSB/239. M/S Mukhtar Brothers, 20 Fadoo Bldg., Bunder Rd., Karachi.

■ Electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾″x28″ and/or 20″x30″; approx. $10,500. Ref. No. LC/620-OSB/233. Messrs. A.B.A. Sattar & Co., 127/2, Newnham Rd., Karachi 2.

■ Common coke tinplates, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾″x28″ and/or 20″x30″; approx. $10,500. Ref. No. L/620-OSB/247. Messrs. Haji Abdul Sattar & Co., 227/7 Khawaja House, Chagla St., Karachi 2. Cable: BAJIDANA.

■ Common coke tinplates, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾″x28″ and/or 20″x30″; approx. $10,500. Ref. No. LC/620-OSB/246. Messrs. Cassim Aboobucker & Son, B.R. 1/20, Faddu Remu St., Newnham Rd., Karachi.

■ Prime electrolytic tinplate, excellent quality, mainly 0.50 and 0.75 coating and better, all bright, soft temper, both sides bright, 107 lb. base weight, 30 gauge, 18¾″x28″ and 20″x30″; approx. $10,600. Ref. No. LC/620-OSB/264. 100% U.S. flag vessel per l.t., fob/fas per ton; also c&f Karachi. Packing should be indicated. Ahmed Abdul Sattar & Co., 62-A Motan Market, Bunder Rd., Karachi.

■ Tinplate, prime coke U/A, 1.25 lb. coating, 107 lb. base weight, 18¾″x28″, 20″x30″; electrolytic tinplate, 0.25 lb. coating, 107 lb. base weight, 18″x24″ min.; electrolytic tinplate misprints, 18″x24″ min., base weight 107 lb. approx. $10,500. Ref. No. LC/620-OSB/255. 100% U.S. flag vessel per long ton, c&f Karachi/Chittagong. Messrs. Lakhani Steel Corp., Opp. Nigar Cinema, Lawrence Rd. Karachi.

■ Prime electrolytic tinplate, coating 0.25, 0.50, 0.75, 18¾″x28″, 20″x30″, base weight 107 lb., gauge 30; approx. $21,000. Ref. No. LC/620-OSB/254. M/S Kaloodi & Co., Below Madras Hotel, Rampart Row, Karachi.

■ Prime tinplate, coating 0.25/1.25, base weight 107 lb., gauge 30, 18¾″x28″ or 20″x30″; electrolytic tinplate, coating 0.25 and higher, base weight 107 lb., gauge 30, 18″x24″ and larger; approx. $10,500. Ref. No. LC/620-OSB/253. Abdul Karim & Sons, No. 3 Gordhandas Market, Karachi.

■ Common coke tinplates, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾″x28″ and/or 20″x30″; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾″ and/or 20″x30″; electrolytic tinplates, 18″x24″ and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18″x24″ and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; approx. $10,500. LC/620-OSB/215. Mohamed Yahya, H.A. Sattar, Saleh Mohamed St., Karachi 2.

■ Prime coke tinplate U/A, 1.25 lb. coating, 107 lb. base weight, 18¾″x28″ and 20″x30″; approx. $10,500. Ref. No. LC/620-OSB/266. 100% U.S. flag vessel per Lt., c&f Karachi/Chittagong, freight indicated separately. H. Ghulam Mohd & Co., M 106 Iqbal Cloth Market, Bunder Rd., Karachi.

■ Electrolytic tinplates, 18″x24″ and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; approx. $5.250. Ref. No. LC/620-OSB/243. Messrs. M. Nasir & Co., Virji St., Jodia Bazar, Karachi 2. Cable: NIGROSEEN.

■ Common coke tinplates, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾″x28″ and/or 20″x30″; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾″ and/or 20″x30″; electrolytic tinplates, 18″x24″ and larger. assorted to size, 107 lb., 30 gauge, 0.25 coating, both

sides bright, soft temper; electrolytic tinplates, 18″x24″ and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; approx. $10,500. Ref. No. LC/620-OSB/217. M. Hanif. H.A. Sattar, R.F. Bldg. near Taj Mahal Cinema, Bunder Rd., Karachi.

■ Common coke tinplates, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾″x28″ and/or 20″x30″; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾″ and/or 20″x30″; electrolytic tinplates, 18″x24″ and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18″x24″ and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; approx. $10,500. Ref. No. LC/620/OSB/216. Friends & Co., Saleh Mohamed St., Karachi 2.

■ Common coke tinplates, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾″x28″ and/or 20″x30″; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾″ and/or 20″x30″; electrolytic tinplates, 18″x24″ and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18″x24″ and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; approx. $10,500. Ref. No. LC/620-OSB/261. Messrs. Bashir Traders, Mithadar, Karachi.

■ Common coke tinplates, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾″x28″ and/or 20″x30″; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾″ and/or 20″x30″; electrolytic tinplates, 18″x24″ and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18″x24″ and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; approx. $31,500. Ref. No. LC/620-OSB/230. A. Sattar & M. Hanif Co., Feroz Chamber, Saleh Mohamed St., Karachi 2.

■ Common coke tinplates, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾″x28″ and/or 20″x30″; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾″ and/or 20″x30″; electrolytic tinplates, 18″x24″ and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18″x24″ and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; approx. $10,500. Ref. No. LC/620-OSB/237. Messrs. Din Mohammad & Sons 706 Khemchand St., Jodia Bazar, Karachi. Cable: SODABICARB.

■ Common coke tinplates, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾″x28″ and/or 20″x30″; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾″ and/or 20″x30″; electrolytic tinplates, 18″x24″ and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18″x24″ and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; approx. $10,500. Ref. No. LC/620-OSB/259. Muhammadi Trading Agency, M-104 Iqbal Cloth Market, New Memon Masjid, Karachi. Cable: ALIF.

■ Common coke tinplates, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾″x28″ and/or 20″x30″; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾″ and/or 20″x30″; electrolytic tinplates, 18″x24″ and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18″x24″ and larger, 30 gauge and lighter, 0.25 coating both sides bright, soft temper; approx. $31,500. Ref. No. LC/620-OSB/232. Tai Brothers, 1st Floor Feroz Chamber, Saleh Moamed St., Karachi. Cable: TAIBROS.

■ Common coke tinplates, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾″x28″ and/or 20″x30″; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾″ and/or 20″x30″; electrolytic tinplates, 18″x24″ and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18″x24″ and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; approx. $6,300. Ref. No. LC/620-OSB/236. Obdul Aziz Jamal & Co., 27/83 Cochinwala Market, Karachi 2.

All the above U.S. source. Purchases to be financed by a loan not yet authorized. Habib Bank Ltd. Quotation date February 25. SBC-45.

■ Machine cast foundry pig iron, C 3.50-4.00%, Si 2.75-3.5%, Mn 1.00-1.5%, Su 0.35 max., Ph 0.40 max. Approx. $31,250. Ref. No. LC/260-OSB/242. M/S Brothers Cast Iron Industries, Ireland Rd., Karachi.

■ Machine cast foundry grade pig iron, Si 2.5/3.5%, S 0.50% max., Ph 0.5%, C 3.0/4.0% Approx. $6,300. Ref. No. LC/260-OSB/241. Baksh & Son, Fadoo Bldg., Bunder Rd., Karachi 2.

■ Machine cast foundry pig iron, Si 2.50-3.25%, Ph 0.30-1.00%, Mn 1.0-1.25%, C 3.00-4.5%. Approx. $42,200. Ref No. LC/620-OSB/228. Younus Brothers, 19/A Gordhandas Market, Bunder Rd., Karachi.

Above U.S. source. Purchases to be financed by a loan not yet authorized. Habib Bank Ltd. Quotation date February 25. 100% U.S. flag vessel per l.t., c&f Karachi, freight charges separately. SBC-45.

■ Pig iron, machine cast, foundry grade, analysis Si 2.5-3.5%, Mn .5-1.25%, Ph .5% max., Su .05%, C 3-4.5%. Approx. $31,500. Ref. No. LC/620-OSB/258. M/S A. Shakoor Ismail Kaloodi, Below Madras Hotel, Rampart Row, Karachi.

■ Pig iron, machine cast, foundry grade. Approx. $21,000. Ref. No. LC/620-OSB/263. Sharif Engineering Co., Sharif Manzil, Lawrence Rd., Karachi 1.

■ Pig iron, grade FL-23 or alternative. Approx. $5,250. Ref. No. LC/620-OSB/213. Salim Mazhar & Co., 3-Jillani Market, Ghulamshah St., Karachi.

■ Pig iron, grade FL-23 or alternative. Approx. $21,000. Ref. No. LC/620-OSB/252. M/S Haji Yusuf Haji Adamji & Co., P.O. Box 4420, 6, New Memon Masjid, Bunder Rd., Karachi. Cable: MERCY.

■ Pig iron, foundry grade A, Si 1.5%-2.75%, C 4% max., Ph and Su 0.04%. Approx. $10,500. Ref. No. LC/620-OSB/238. M/S Idrees Bros., Rambharti St., Jodia Bazar, Karachi.

■ Machine cast foundry pig iron, approx. analysis Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05%, C 3.00-4.5%. Approx. $10,500. Ref. No. LC/620-OSB/222. Hanif Rashid Co., 271, B, 1st Floor, Gordhandas Market, Karachi.

■ Machine cast foundry pig iron. Approx. $10,500. Ref. No. LC/620-OSB/232. M/S Tai Brothers, 1st Floor Feroz Chamber, Saleh Mohamed St., Karachi.

■ Machine cast foundry pig iron. Approx. $4,200. Ref. No. LC/620-OSB/236. M/S Abdul Aziz Jamal & Co., 27/83, Cochinwala Market, Karachi. Cable: THREELUCK.

■ Machine cast foundry pig iron. Approx. $10,500. Ref. No. LC/620-OSB/237. M/S Din Mohammad & Sons, 706, Khemchand St., Jodia Bazar, Karachi.

■ Machine cast foundry pig iron. Approx. $5,250. Ref. No. LC/620-OSB/243. Messrs. M. Nasir & Co., Virji St., Jodia Bazar, Karachi.

■ Machine cast foundry pig iron. Approx. $5,250. Ref. No. LC/620-OSB/245. 100% U.S. flag vessel per l.t., c&f Karachi, freight quoted separately. Haji Dawood Haji Noormohammad, 128 Iqbal Cloth Market, Bunder Rd., Karachi.

■ Machine cast foundry pig iron. Approx. $10,500. Ref. No. LC/620-OSB/256. Acme Industries Ltd., S/13 Mauripur Rd., Near Petrol Pump, Karachi. Cable: ACMINDUS.

■ Machine cast foundry pig iron. Approx. $10,500. Ref. No. LC/620-OSB/259. Muhammadi Trading Agency, M-104 Iqbal Cloth Market, New Memon Masjid, Karachi.

■ Pig iron, foundry quality, standard grade, Si 2.75-3.5%, 2.25-2.75%, 1.75-2.25%, 2.20-3.50%, 1.25-1.75%. Approx. $21,000. Ref. No. LC/620-OSB/249. 100% U.S. flag vessel per l.t., fob/fas, freight per l.t. separately. Kassem Jinnah & Sons, Belassis St., P.O. Box 5131, Karachi 1. Cable: EXODUS.

■ Pig iron, machine cast foundry grade, C 3.5/4.5%, Si 2.5/3.5%, Mn 5/1.0%, S 0.05% max., Ph 0.5% max. Approx. $6,300. Ref. No. LC/620-OSB/234. 100% U.S. flag vessel per l.t., c&f Karachi, freight charges separately. S. Mohd. Jawaid & Co., 50, Liaquat Bazar, Karachi 2. W.

■ Tinplates, prime coke quality, 1.25 coating, U/A, 107 lb. base weight, 30 gauge, 18¾″x28″ and/or 20″x30″, bright, soft temper. Approx. $10,500. Electrolytic tinplates, prime quality, U/A, 107 lb. base weight, 30 gauge, 18¾″x28″ and/or 20″x30″, bright, soft temper, coating 0.25, 0.50, 0.75. Approx. $10,500. Electrolytic tinplates, 0.25 coating, assorted to size, 107 lb. base weight, 30 gauge, bright, soft temper, 18″x24″ and larger. Approx. $10,500. Ref. No. LC/620-OSB/251. 100% U.S. flag vessel per l.t., c&f Karachi, freight charges separately. Rahim Metal Industries Ltd., 58 Bhagnari St., Karachi 2.

■ Tinplates, prime coke quality, .25/.50/.75/1.25 coating, U/A, 107 lb. base weight, 30 gauge, bright, soft temper, 18¾″x28″ and/or 20″x30″. Approx. $10,500. Ref. No. LC/620-OSB/250. 100% U.S. flag vessel per l.t.; c&f Karachi, freight charges separately. Riaz Abdul Sattar, Khemchand St., Jodia Bazar, Karachi 2.

■ Electrolytic tinplates, 0.25 nominal coating per base box, unassorted, 112 sheets per pkg., 107 lb. base weight, 30 gauge, packed in fully waterproof paper lined metal units weighing 2,000 to 2,700 lb net, mounted on wooden platforms, skids not over 4″ high, 18¾″x28″ and/or 20x30″. Approx. $10,500. Ref. No. LC/620-OSB/248. Messrs. Abdul Karim Essak, 227/7 Khawaja House, Chagla St., Karachi.

All the above U.S. source. Purchases to be financed by a loan not yet authorized. Habib Bank Ltd. Quotation date February 25. SBC-45.

■ Electrolytic tinplate, prime, U/A, 0.75 lb. coating, 107 lb., base weight, 18¾″x28″, 20″x30″; $21,000. Prices per l.t., c&f Karachi/Chittagong, freight rate indicated separately. U.S. flag vessel. Messrs. Adamali Jivajee & Sons, Kutchi Gali No. 3, Karachi 2.

■ Tinplate, prime coke, cold reduced, U/A 1.25 lb. coating, base weight 107 lb., 30 gauge, packed in approx. one-ton metal containers, waterproof paper lined skids, to AISI tolerance, specifications, sizes; 18¾″x28″ and/or 20″x30″; $25,000. Prices per l.t., c&f Karachi,

100% U.S. flag vessel, fas cost per ton and ocean freight indicated separately. Hiji Gaffar Haji Latif Saya, 478, Jodia Bazar, Karachi 2, West.

Both the above U.S. source. Purchases to be financed by a loan not yet authorized. Muslim Commercial Bank, Ltd., Jodia Bazar, Karachi. Quotation date February 21. Subject to GSA Defense Materials Services procedure. SBC-47.

■ Machine cast foundry pig iron, analysis Si 2.5 to 3.25%, Ph .30 to 1%, mn 1 to 1.25%, Su .05% max., C. 3.00 to 4.5%; approx. $4,200. Ref. No. L/C 565-OSB/190. Tai & Co., 13 Habib House, Princess St., Karachi. Cable: PICKMEUP, Karachi.

■ Common coke tinplate, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, size 18¾x28″ and/or 20x30″; electrolytic tinplate, 0.25 nominal coating, per base box, 112 sheets per package, 107 lb. base weight, 30 gauge, 18¾″ and/or 20x30″; electrolytic tinplate, 18x24 and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplate, 18x24 and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; $5,200. Subject to GSA Defense Materials Services procedure. Ref. No. L/C 565-OSB/107. Machine cost foundry pig iron, Si 2.5-3.25%, Ph .30-1%, Mn 1 to 1.25%, Su .05% max., C-3.00 to 4.5%; $5,200. L/C 565-OSB/107. M. Ismail Bros., Millwala Market, Newnham Rd., Karachi 2. Cable quotations acceptable.

Above purchases to be financed by a loan not yet authorized. Habib Bank, Ltd., Foreign Exchange Branch, Habib Sq., Bunder Rd., Karachi 21. U.S. source. Quotation date February 24. SBC-46.

■ Electrolytic tinplate, coating, 0.25, 0.50, 0.75 lb., 107/108 base weight, size 20x30″, 18¾x 28″, packed in original mill containers, mills test certificate for quality and quantity to be provided, $10,500, fas & c&f. Ref. No. L/C 565-OSB/207. Abdul Gaffar Abdul Sattar Co., 24th fl., Gordhandas Market, Karachi 2. Cable: CHIVIVOILE.

■ Common coke tinplates, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾ and/or 20x30″; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per package, 107 lb. base weight, 30 gauge, 18¾ and/or 20x30″; electrolytic tinplates, 18x24 and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18x 24″ and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper, $10,500. Ref. No. L/C 565-OSB/212. Ashva Bros., 11-A Fadoo Bldg., Bunder Rd., Karachi. Cable: LUCKYSEVEN.

■ Machine cast foundry pig iron, to analysis, 2.5 to 3.25%, Ph .30 to 1%, Mn 1 to 1.25%, Su .05% max., C 3.00 to 4.5%, approx. $5,200. Ref. No. L/C 565-OSB/133. Common coke tinplates, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾ and/or 20x30″; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per package, 107 lb. base weight, 30 gauge, 18¾ and/or 20x30″; electrolytic tinplates, 18x24 and larger, assorted to size, 107 lb., 30 G. 0.25 coating, both sides bright, soft temper; electrolytic tinplates 18x24″ and larger, assorted to size, 107 lb., 30 G., 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18x24 and larger, 30 G. and lighter, 18¾x28″ and/or 20x30″, 0.25 coating, both sides bright, soft temper. $5,200. Ref. No. L/C 565-OSB/133. Hussain Mill Stores, 4 Piaquat Market, Bunder Rd., Karachi 2.

Above to be financed by a loan not yet authorized. U.S. source. Subject to GSA Defense Materials Services procedure. Quotation date February 24. SBC-46.

■ Prime mild steel billets, size 2x2, 2½x2½ sq., conforming to SAE 1020, tensile strength, 28/32 tons, elongation 20%, lengths of 18 ft. and above, heat mark to be stamped on each billet with work test certificate, $104,200. Razaque Steels, Ltd., 67 Luxmi Bldg., Bunder Rd., Karachi. Cable: JEPIAM.

■ Steel strip, carbon 22-28%, manganese .80 to 1.50%, thickness .075 to .10″, plus/minus tolerance, width 48-50″, approx. $104,200. Ref. No. L/C 565-OSB/161. Ampamex Steel Products, Ltd., 67 Luxmi Bldg., Bunder Rd., Karachi. Cable: AMPAMEX.

Above to be financed by a loan not yet authorized. U.S. source. Quotation date February 24. SBC-46.

■ Tinplate, prime coke and/or electrolytic, 0.25/1.25 coating, 30 gauge, 18″x24″ and larger, and/or 18¾″x28″ or 20″x30″. Approx. $10,500; c&f. Ref. No. LC/709-OSB 374. M.C. Mushtaq & Co., 133/3 Laxmidas St., Karachi. Cable: SAIWALA.

■ Tinplate, prime coke and/or electrolytic, 30 gauge, coating .25/1.25, 18″x24″ and larger, and/or 18¾″x28″ or 20″x30″. Approx. $10,500; c&f. Ref. No. LC/709-OSB 373. Sayeed Ahmed & Co., 133/3 Laxmidas St., Karachi. Cable: SAIWALA.

■ Common coke tinplates, prime, 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾″x28″ and/or 20″x30″; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾″ and/or 20″x30″; electrolytic tinplates, 18″x24″ and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18″x24″ and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper; approx. $10,500. Ref. No. LC/710-OSB 273 Mohammad Siddiq Rehmatullah, Khazoor Bazar, Karachi.

All the above U.S. source. Purchases contemplated to be financed by a loan not yet authorized. Habib Bank Ltd., Karachi. Subject to GSA Defense Materials Service procedure. Quotation date February 27. SBC-49.

■ Machine cast foundry pig iron, approx. analysis Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05% max., C 3-4.5%. Approx. $10,500. Ref. No. LC/710-OSB 293. Husaini & Co., Syed Mammood Shah Rd., Old Kumbharwara, Karachi.

■ Machine cast foundry grade pig iron, approx. analysis Si 2.5-3.5%, Mn .5%-1.25%, Ph .5% max., Su .05% max., C 3-4%. Approx. $10 500. Ref. No. LC/710-OSB 388. National Traders, 14 Sind Market, Karachi.

■ Machine cast foundry grade pig iron, approx. analysis Si 2.5-3.5%, Mn .5-1.25%, Ph .5% max., Su .05% max., C 3-4.5%. Approx. $10,500. Ref. No. LC/710-OSB 368. Modern Foundry & Engineering Wks., B-17, Estate Ave., S.I.T.E. Area, Karachi 16.

■ Foundry pig iron, analysis Si 3.26-3.05%, Mn 1.01-1.25%, Ph 0.31-0.50%, Su 0.05%. Approx. $10,500. Ref. No. LC/710-OSB 284. Central Engineering Works, Mansoor Bldg., Lawrence Rd., Karachi.

■ Pig iron, FL-23 or alternative. Approx. $10,500. Ref. No. LC/710-OSB 372. Lotus Textile Mills, 4-E, Nizimabad No. 3, Karachi.

All the above U.S. source. Purchases contemplated to be financed by a loan not yet authorized. Habib Bank Ltd., Karachi. Quotation date February 27. SBC-49.

■ Common coke tinplates, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight. 30 gauge, 18¾″x28″ and/or 20″x30″; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾″ and/or 20″x30″; electrolytic tinplates, 18″x24″ and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18″x24″ and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper, approx. $10,500. Ref. No. LC/710-OSB 302. Adam Natha Shop No. 73, Motan Cloth Market, Bunder Rd., Karachi. Cable: OKHAI.

■ Electrolytic tinplate, prime, U/A 0.25 lb. coating, 107 lb. base weight, 18¾″x28″, 20″x30″. Approx. $10,500. Ref. No. LC/710-OSB 325. 100% U.S. flag. Prices per l.t., c&f Karachi/Chittagong, ocean freight rate separately. Yonus Karim, O.T. 8/61, Kagzi Bazar, Karachi.

All the above U.S. source. Purchases contemplated to be financed by a loan not yet authorized. Habib Bank Ltd., Karachi. Subject to GSA Defense Materials Service procedure. Quotation date February 27. SBC-49.

■ Prime electrolytic tinplates, coating 0.25, 0.50, 0.75, base weight 107 lb., 18¾″x28″ and 20″x30″, 30 gauge; prime coke tinplates, coating 1.25, base weight 107 lb., 18¾″x28″ and 20″x30″; tinplates, waste waste, 18″x24″ and larger, assorted and unassorted, base weight 107 lb. or 70/107, soft temper, bright finish; same, except misprints; tin circles, dia. 2″-8″. Ref. No. LC/1165-OSB/32. Subject to GSA Defense Materials Service procedure. Quotation date February 24. Purchases contemplated to be financed by a loan not yet authorized. United Bank Ltd., Jubilee Insurance House, McLeod Rd., Karachi. U.S. source. R. K. Dossa, 37, Laxmi Bldg., Bunder Rd., P.O. Box 5000, Karachi. SBC-47.

■ Electrolyic tinplates, prime quality, U/A, 107 lb. base weight, 30 gauge, 18¾″x28″ and/or 20″x30″, bright, soft temper, 0.25 coating. $5,250. Electrolytic tinplates, 0.25 coating, assorted to size, 107 lb. base weight, 30 gauge, bright, soft temper, 18″x24″ and larger. $5,250. Ref. No. LC/1165-OSB/10. Subject to GSA Defense Materials Service procedure. Iqbal Umar & Bros., 727 Mohammadi House, McLeod Rd., Karachi.

■ Machine cast foundry pig iron, approx. analysis Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05 max., C 3-4.5%. $10,500. Ref. No. LC/1165-OSB-41. Mukhtar & Bros., Fadoo Bldg., Bunder Rd., Karachi.

Both the above U.S. source. Purchases contemplated to be financed by a loan not yet authorized. United Bank Ltd., Jubilee Insurance House, McLeod Rd., Karachi. Quotation date February 24. 100% U.S. flag vessels. Prices c&f Karachi, per l.t., with full particulars of packing; freight charges indicated separately. SBC-47.

■ M.S. billets, open hearth, prime quality, to SAE 1010 and/or SAE 1020 and/or SAE 1025 and/or SAE 1030; tensile 28/33 tons per sq. in.; 2″ square in standard lengths of 18′/20′, max. 10% shorts; accompanied by works test certificate; heat mark number on each billet. $400,000. Ref. No. LC/1165-OSB/6. Union Steel Ltd., West Wharf Rd., Karachi. Cable: METALHARD.

■ Prime coke tinplate. zinc coating 1.25, 20″x 30″, 30 BG. $10,500. Subject to Defense Materials Service procedure. Ref. No. LC/1165-OSB/7. Lahore Trading Co., 22 Corner Chambers, McLeod Rd., Karachi 1.

Both the above U.S. source. Purchases contemplated to be financed by a loan not yet authorized. United Bank Ltd., Jubilee Insurance House, McLeod Rd., Karachi. Quotation date February 24. SBC-47.

■ Common coke tinplates, prime 1.25 lb. commercial pot yield per base box, 107 lb. base

weight, 30 gauge, 18¾"x28" and/or 20"x30"; electrolytic tinplates, 0.50 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾ and/or 20"x30"; electrolytic tinplates, 18"x24" and larger, assorted to size, 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18" x24" and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper. $5,250. Subject to GSA Defense Materials Service procedure. Ref. No. LC/1165-OSB/8.

■ Machine cast foundry pig iron, approx. analysis Si. 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05% max., C 3.00-4.5%. $5,250. Ref. No. LC/1165-OSB/9.

Both the above U.S. source. Purchases to be financed by a loan not yet authorized. United Bank Limited, Jubilee Insurance House, McLeod Rd., Karachi. Quotation date February 24. Aslam Steel Corp., Shop No. 4, W.O. 2/30, James Terrace Rd., Nanakwara, Karachi 1. Cable: CARE MONOLITH, Karachi. SBC-47.

■ Machine cast foundry pig iron, approx. analysis, Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05 Max., C 3.00-4.5%. $5,250. Ref. No. LC/1164-OSB/4.

■ Electrolytic tinplates, prime quality, U/A, 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x30", bright, soft temper, 0.25 coating. $5,250. 100% U.S. flag vessels. Prices per l.t., c&f Karachi, freight charges separately, with full particulars of packing. Subject to GSA Defense Materials Services procedure.

Both the above U.S. source. Purchases to be financed by a loan not yet authorized. United Bank Ltd., Jubilee Insurance House, McLeod Rd., Karachi. Quotation date February 22. Evershine Trading Co., Allahdad St., Karachi. SBC-47.

■ M.S. billets, prime quality, SAE 1025 or 1030 or ASTM/A15/58T, length 18 ft. and above, 2"x2", 2½"x2½", 3½"x3½", 4"x4". Accompanied by works test certificate, heat number die stamped on each billet. $1,620. Ref. No. LC/1164-OSB/1. Hardware Mfg. Corp., F/44, Site, Mauripur Rd., Karachi 13. Cable: FLATROUND, Karachi.

■ Electrolytic tinplate waste waste, 18"x24" and larger, coating .25, base weight 107 lb., approx. 100 tons. Subject to GSA Defense Materials Service procedure. Ref. No. LC/1164-OSB/2. Machine cast foundry pig iron, grade I, approx. 200 tons. Ref. No. LC/1164-OSB/3. A. C. Yusuf & Co., 30-A, Gordhandas Market, Karachi 2.

Above purchases to be financed by a loan not yet authorized. United Bank Ltd., Jubilee Insurance House, McLeod Rd., Karachi. U.S. source. Quotation date February 22. SBC-47.

■ Tinplate, electrolytic, prime, U/A, 0.50 lb. coating, 107 lb. base weight, 21"x30"; one side gold lacquered, reverse one-color printing. $10,500. Prices per l.t., c&f Karachi/Chittagong, ocean freight rate indicated separately.

■ Tinplate, prime quality; one side gold lacquered; reverse, 50 tin coating, double color; 21"x30"; 107/108 base weight. $21,000. Prices per long ton, c&f Karachi, full packing particulars indicated, fob/fas cost per long ton and freight per l.t. quoted separately.

Both the above U.S. source. Quotation date February 21. Purchases to be financed by a loan not yet authorized. Muslim Commercial Bank Ltd., Jodia Bazar, Karachi. 100% U.S. flag vessels. Subject to GSA Defense Materials Service procedure. Mazda Industries, 7-A New Cloth Market, Dunolly Rd., Karachi. Cable: CROWNCORK. SBC-47.

■ Machine cast foundry grade pig iron, analysis Si 2.5-3.5%, Mn .5-1.25%, Ph .5% max., Su .05% max., C 3-4%. $10,500.

■ Electrolytic tinplates, 18"x24" and larger, base weight 107 lb. and lighter, coating 0.25. Subject to GSA Defense Materials Service procedure. $10,500.

Both the above U.S. source. Quotation date February 21. Purchases to be financed by a loan not yet authorized. Muslim Commercial Bank Ltd., Jodia Bazar, Karachi. M/s Amin Trading Co., 52, Karachi Stock Exchange Bldg., McLeod Rd., Karachi. SBC-47.

■ Machine cast foundry pig iron, Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05 to max., C 3.00-4.5%. $5,250.

■ Electrolytic tinplate, prime quality, U/A, 107 lb. base weight, 30 gauge, 20"x28", bright, soft temper, 0.25 coating. $5,250. Subject to GSA Defense Materials Service procedure.

Both the above U.S. source. Quotation date February 21. Purchases to be financed by a loan not yet authorized. Muslim Commercial Bank Ltd., Jodia Bazar, Karachi. 100% U.S. flag vessels. Prices c&f Karachi, freight charges indicated separately, with full particulars of packing. Muzaffar & Mubarak Foundry, Corner Mission Rd., Lawrence Rd., Karachi. SBC-47.

■ Prime electrolytic tinplates, coating 0.25, 18¾"x28" or 20"x30", gauge 30, 107 lb. base weight. $5,250. Subject to GSA Defense Materials Service procedure.

■ Pig iron, grade FL-23 or alternative. $5,250.

Both the above U.S. source. Quotation date February 21. Purchases to be financed by a loan not yet authorized. Muslim Commercial Bank Ltd., Jodia Bazar, Karachi. M/s. Badruddin Kamruddin & Sons, Jodia Bazar, Karachi. SBC-47.

■ Coke tinplate, prime, U/A, 1.25 lb. coating, 107 lb. base weight, 18¾"x28", 20"x30". $21,000. Prices per l.t., c&f Karachi/Chittagong, ocean freight indicated separately. 100% U.S. flag vessel. Quotation date February 21. Purchases to be financed by a loan not yet authorized. Muslim Commercial Bank Ltd., Jodia Bazar, Karachi. U.S. source. Subject to GSA Defense Materials Service procedure. Aziz (East Pakistan) Ltd., P.O. Box 4094, 30-Bambharti St., Jodia Bazar, Karachi. Cable: MATCHLESS, Karachi. SBC-47.

■ Electrolytic tinplates, 0.25 coating and heavier, 18x24" and larger, 30 gauge, 107 lb. base weight, $10,500. Subject to GSA Defense Materials Service procedure, c&f. Pig iron Grade FL-23, or alternative, $10,500; c&f. Abdul Gaffar Kassam, Esmail Karim Bldg., Katchi Gali No. 3, Karachi. Cable: AGAHI, Karachi. Ref. No. LC/566-OSB/170.

■ Common coke tinplate, prime 1.25 commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾ and/or 20x30"; electrolytic tinplate, 0.25 nominal coating, same size; electrolytic tinplate, 18x24 and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; same, but 30 gauge and lighter, $10,500. Ref. No. LC/566-OSB/117. Pir Gulam Abdul Qadar & Co., 5 Khawaja House, Chagla St., Near Gordhandas Market, Karachi, Cable, same. Subject to GSA Defense Materials Services procedure.

■ Pig iron, $210,000, fas per l.t., indicating freight charges separately. Ref. No. LC/566-OSB/90. Fairdeal Commercial Corp., Moolji St., P.O. Box No. 5111, Karachi 2. Cable: FAIRCOM, Karachi.

All the above purchases are contemplated to be financed by a loan not as yet authorized. Habib Bank, Ltd., U.S. source. Quotation date February 24. SBC-48.

■ Common coke tinplate, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾x28 and/or 20x30"; electrolytic tinplate, 0.25 nominal coating, 112 sheets per package, 107 lb. base weight, 30 gauge, 18¾, and/or 20x30"; electrolytic tinplate, 18x24" and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; same, but 30 gauge and lighter, 0.25 coating, both sides bright, soft temper, $10,500. Ref. No. LC/566-OSB/53. Friends Corp., Shop No. 32, Matan's Bldg., Bunder Rd., Karachi 2. Cable: OKHAI, Karachi.

■ Pig iron, foundry grade, c&f Karachi, shipping marks should be according to AID regulations, approx. $40,500. Ref. No. LC/566-OSB/136. Haji Abdul Karim & Co., 75A, Gordhandas Cloth Market, Laxmidas St., Karachi 2. Cable: CAROLINES, Karachi.

Above purchases to be financed by a loan not yet authorized. Habib Bank, Ltd., U.S. source. Quotation date February 24. Tinplate subject to GSA Defense Services Materials procedure. SBC-48.

■ Machine case foundry pig iron, approx. analysis, Si. 2.5-3.25%, Ph. .30 to 1%; Mn. 1 to 1.25%; Su. .05% max., C. 3.00-4.5%, $5,250. Electrolytic tin plate, W/W quality, 107 lb. base weight, 30 gauge, size 20x28", bright, soft temper, 0.25 coating, $5,250; c&f. Ref. No. LC/566-OSB/194. Nazir Ahmed & Co., Shershah Iron Market, Street No. 1, Karachi 28. Shipment 100% U.S. flag vessels.

■ Machine cast foundry pig iron, analysis Si. 2.5-3.25; Ph. .30 to 1%, Mn. 1-1.25%, Su. .05 max., C. 3.00-4.5%, $5,250. Common coke tinplates, prime 1.25 lb., commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾x28 and/or 20x30; electrolytic tinplate, 0.25 nominal coating per base box, 112 sheets per package, 107 lb. base weight, 30 gauge, 18¾" and/or 20x30"; electrolytic tinplate, 18x 24 and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplate, same, $5,250. Ref No. LC/301. Majid Corp., 29-A, Cochinwala Market, Laxmidas St., Karachi 2. Cable: BABYTEX, Karachi. Subject to GSA Defense Materials Services procedure. Purchases to be financed by a loan not yet authorized. Quotation date Feb. 24. SBC-48.

■ Pig iron, Grade FL-23, or alternative, $10,500, c&f. Ref. No. LC/566-OSB/202. Electrolytic tinplate, 0.25 coating, 18¾x28, 20x30", 30 gauge, 107 lbs. base weight only, $10,500. LC/566-OSB/203.

■ Machine cast foundry pig iron, analysis, Si. 2.5-3.25%, Ph. .30 to 1%, Mn. 1 to 1.25%, Su. .05% max., C. 3.00 to 4.5%, $10,500. Punjab Rice & General Stores, Wadhumal Udharam Rd., Opp. City Courts, Karachi. Cable: DHUNDA, Karachi. LC/566-OSB/110.

■ Hot dipped coke tinplate, U/A, 107/108 lb. base weight, packed in multipackaged, 112 sheets, metal units of from 2000 lb. to 2700 lb. each on skids not over 4" high, size 20x30x 30 G., 18¾x28x30 G, $21,000. LC/566-OSB/146. Hassan Ali Bros., 2, Jodia Bazar, Karachi.

■ Electrolytic tinplate, 0.25 coating, assorted to size, 107 lb. base weight, 30 G, bright, soft temper, 18x24" and larger. $10,500. LC/566-OSB/184. Madras Hosiery & Textile Mills, Badshah Rd., Shoe Market, Lawrence Rd., Karachi.

Purchases to be financed by a loan not yet authorized. Habib Bank. U.S. source. Tinplate subject to GSA Defense Services Materials procedure. Quotation date February 24. SBC-48.

■ Machine cast foundry pig iron, approx. analysis Si. 2.5-3.25%, Ph. .30 to 1%, Mn. 1 to 1.25%, Su. .05 max., C-3.00-4.5%, $5,250. Ref. No. LC/566-OSB/97. Hussainali H. Jivani,

22, Karim A. Jivaji Bldg., Ireland Rd., Karachi 1.

■ Tinplates, prime coke quality, 1.25 coating, U/A, 107 lb. base weight, 30 gauge, size 18¾x28 and/or 20x30", bright soft temper, about 92 tons; electrolytic tinplate, prime quality, U/A, 107 lb. base weight, 30 gauge, 18¾x 28 and/or 20x30", bright soft temper, about 100 tons; electrolytic tinplate, 0.25 coating, assorted to size, 107 lb. base weight, 30 gauge, bright soft temper, 18x24" and larger, 260 tons. Ref. No. LC/566-OSB/77. Taj Medical Stores, 179/3 Bombay Bazar, Karachi.

■ Common coke tinplate, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾x28 and/or 20x30; electrolytic tinplate, 0.25 nominal coating per base box, 112 sheets per package, 107 lb., 30 gauge, 18¾ and/or 20x30"; electrolytic tinplate, 18x24 and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper, $10,500. Ref. No. LC/566-OSB/166. Matchless Trading Corp., Burns Rd., Opp. Municipal School, Karachi. Cable: SENIOR. Contemplated AID financed by a loan not yet authorized. Quotation date February 24. U.S. source. Habib Bank, Ltd., SBC-48.

■ Machine cast foundry pig iron, approx. analysis Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05% max., C 3-4.25%. Approx. $5,250. LC/709-OSB/377. Electrolytic tinplates, 18"x 24" and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper. $5,250. Subject to Defense Materials Service procedure. Ref. No. LC/709-OSB/377. Hajee Ahmed & Co., 64/5, Bombay Bazar, Karachi 2. Cable: HONEYMOON.

■ Prime electrolytic tin plate, coating 0.25, 0.50, 0.75, base weight 107 lb., 30 gauge, 18¾"x28", 20"x30"; prime coke tin plate, 1.25 coating, 107 lb. base weight, 30 gauge, packed in standard metal containers, waterproof, paper-lined, on skids of approx. 2,000 lbs. base, 18¾"x28"x30", 20"x30"x30"; tinplate, waste waste, base weight 107 lb., 30 gauge, soft temper, bright finish, 18"x24" or larger; tinplate, misprints one side, other gold lacquered, base weight 107 lb. or lighter; tin circles, dia. 2"-8". Approx. $10,500. Ref. No. LC/709-OSB/378. Subject to Defense Materials Service procedure. Mohd. Ibrahim & Co., 29 Cotton Exchange Bldg., McLeod Rd., Karachi.

All the above U.S. source. Purchases contemplated to be financed by a loan not yet authorized. Habib Bank, Ltd., Karachi. Quotation date February 27. SBC-49.

■ Machine cast foundry pig iron, approx. analysis, Si 2.5%-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05% max., C 3.00-4.5%. Approx. $5,250. Ref. No. LC/709-OSB 379. Common coke tinplates, prime 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾" and/or 20"x30"; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾" and/or 20"x30"; electrolytic tinplates, 18"x24" and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18"x24" and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper. Approx. $5,250. Ref. No. LC/709-OSB 379. Subject to GSA Defense Materials Service procedure. Haji Hashim & Co., Saleh Mohamed St., P.O. Box 4039, Karachi. Cable: FATANY.

■ Electrolytic tinplate, prime UA, 0.50 lb. coating, 107 lb. base weight, 18¾"x28", 20"x30". Approx. $10,500. Ref. No. LC/709-OSB 381. 100% U.S. flag. Prices per l.t., c&f Karachi-Chittagong, ocean freight rate indicated separately. Subject to GSA Defense Materials Service procedure. A. Hamid Moose Motiwala, 7 A New Cloth Market, Karachi.

All the above U.S. source. Purchases contemplated to be financed by a loan not yet authorized. Habib Bank Ltd., Karachi. Quotation date February 27. SBC-49.

■ Electrolytic tinplate, 0.50 coating, bright, soft temper, 30 gauge, 107 lb. base weight. Approx. $5,250. Subject to Defense Materials Service procedure. Machine cast foundry pig iron, approx. analysis, Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05 max., C 3-4.5%. Approx. $5,250. Ref. No. LC/709-OSB 383. S.M.S. Steel Co., Tikamdas Jaswani St., Off Nicol Rd., Karachi.

■ Common coke tinplates, prime, 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x30"; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾" and/or 20"x30"; electrolytic tinplates, 18"x24" and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18"x24" and larger 30 gauge and lighter, 0.25 coating, both sides bright, soft temper. Approx. $6,300. Subject to GSA Defense Materials Service procedure. Machine cast foundry pig iron, approx. analysis, Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05% max., C 3-4.5%. Approx. $4,200. Ref. No. LC/709-OSB 384. Abbas & Co., Antaria Bldg., Old Haji Camp, Harchandrai Rd., Karachi.

All the above U.S. source. Purchases to be financed by a loan not yet authorized. Habib Bank Ltd., Karachi. Quotation date February 27. SBC-49.

■ Common coke tinplates, prime, 1.25 lb. commercial pot yield per base box, 107 lb. base weight, 30 gauge, 18¾"x28" and/or 20"x30"; electrolytic tinplates, 0.25 nominal coating per base box, 112 sheets per pkg., 107 lb. base weight, 30 gauge, 18¾" and/or 20"x30"; electrolytic tinplates, 18"x24" and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper; electrolytic tinplates, 18"x24" and larger, 30 gauge and lighter, 0.25 coating, both sides bright, soft temper. Approx. $5,250. Ref. No. LC/709-OSB 380. Subject to GSA Defense Materials Service procedure. Machine cast foundry pig iron, approx. analysis, Si 2.5-3.25%, Ph. .30-1%, Mn 1-1.25%, Su .05% max., C 3-4.5%. Approx. $5,250. Ref. No. LC/709-OSB 380. A. A. Esmail, 91, New Cloth Market, 2nd Floor, Karachi. Cable: IMPERTA.

■ Electrolyic tinplates, W/W quality, 107 lb. base weight, 30 gauge, 20"x28", bright, soft temper, 0.25 coating. Approx. $10.500. Ref. No. LC/709-OSB 382. Subject to GSA Defense Materials Service procedure. 100% U.S. flag. Prices per l.t., c&f Karachi, freight charges separately, with full particulars of packing. Valimohammed Kasamjee, Motan Cloth Market, Bunder Rd., Karachi 2.

■ Electrolytic tinplate, W/A quality, 18¾"x 28"x30" gauge. Approx. $10,500. Electrolytic tinplate, 0.25 lb. coating, 107 lb. base weight, 18"x24" min., assorted to size and gauge. Approx. $10,500. Ref. No. LC/709-OSB 385. U.S. flag vessel. Prices per l.t., c&f Karachi/Chittagong, ocean freight indicated separately. Subject to GSA Defense Materials Service procedure. Sultan Ali & Co., 9, Shaikh Market, Denso Hall, Karachi.

■ Machine cast foundry pig iron, approx. analysis, Si 2.5-3.25%, Ph .30-1%, Mn 1-.25%, Su .05% max., C 3.00-4.5%. Approx. $5,250; c&f. Electrolytic tinplates, 0.25 coating, bright, soft, assorted to size, 18"x24" and larger, 30 gauge, 107 lb. base weight. Approx. $5,250; c&f. Subject to GSA Defense Materials Service procedure. Ref. No. LC/709-OSB 386. Haji Karim Haji Ali Mohammad, Rampart Row, Near Achi Kabar, Karachi. Cable: CHEMDYES.

■ Pig iron, grade FL-23 or alternative. Approx. $10,500. Ref. No. LC/709-OSB 375. Sind Hosiery Mills, A/2, S.I.T.E., Karachi.

■ Electrolytic tinplate, 18"x24" and larger, assorted to size, 107 lb., 30 gauge, 0.25 coating, both sides bright, soft temper. Approx. $5,250. Subject to GSA Defense Materials Service procedure. Machine cast foundry pig iron, approx. analysis, Si 2.5-3.25%, Ph .3-1%, Mn 1-1.25%, Su .05% max., C 3.00-4.5%. Approx. $5,250. Ref. No. LC/709-OSB 387. Mohd. Anees Bros., Rampart Row, Opp. Habib Bank Ltd., Karachi. Cable: MOHNEES.

■ Tinplate waste waste, 18"x24" and larger, assorted and unassorted, base weight 107 lb. or 70/107, soft temper, bright finish. Approx. $10.500. Ref. No. LC/709-OSB 376. Subject to GSA Defense Materials Service procedure. Haji Wali Mohammed & Co., 6, New Cloth Market, Bunder Rd., Karachi 2.

■ Machine cast foundry pig iron, approx. analysis, Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su 05% max., C 3.00-4.5%. Approx. $10,500. Ref. No. LC/710-OSB 297. Honest Timber Trading Co., Herchandrai Rd., Old Haji Camp. Karachi 2. Cable, DILRUBA.

All the above U.S. source. Purchases to be financed by a loan not yet authorized. Habib Bank Ltd., Karachi. Quotation date February 27. SBC-49.

Rounds, flats, bars, sheets, wire, and pipes. Direct purchase and agency. Phillips-Jones, (manufacturers of surgical instruments, badges, and regalias), Phillips St., Sialkot. WTD 12/4/63.

Mild steel sheets, strips; electrical sheets; pig iron; spring wire. Pindi Iron and Electrical Industries, (manufacturer of conduit pipe, steel furniture), 5 C Cantonment New Market Bldg., Dalhousie Rd., Rawalpindi. WTD 12/5/63.

Pig iron. Direct purchase and agency. Nazir Trading Corp., (manufacturer's representative, dealers and agents), 90 Railway Rd., o/s Sarai Sultan, Lahore. WTD 1/16/64.

M.S. sheets, strips, plates, g.p. sheets, corrugated and plain; structural steel: beams, girders, channels, joists; tin plate. Direct purchase and agency. Nazir Trading Corp., (manufacturer's representative, dealers and agents), 90 Railway Rd., o/s Sarai Sultan, Lahore. WTD 1/16/64.

Steel, m.s. sheets, flats, bars and rounds; metals (zinc, copper, aluminum). Jaffersons and Co., (indenting agents), 11 Brandreth Rd., Lahore 7. WTD 1/16/64.

M.S. billets, beams, channels, bars, flats, plates, sheet strips, galvanized sheets. Direct purchase and agency. Pig iron; tin plates; railway steel tracks 100/120 lbs. Direct purchase and agency. Yu-Slim & Co.. Ltd., (importing distributor), Plaza Bldgs., Queens Rd., Lahore. WTD 12/11/63.

M.S. billets, m.s. sheets; special steels: stainless, steel, high speed steel, special alloy steels; wires, nail wire, black annealed round wire, galvanized wire; galvanized, plain, and corrugated steel sheets; Direct and purchase agency. Pig iron; prime electrolytic tinplate U/A and W/W; ferro silicon, ferro nickel, ferro tungsten. Direct purchase and agency. Globe Impex Agencies, (importing distributors), Saidpuri Rd., Rawalpindi City. WTD 12/10/63.

SYRIA—Tinplate waste, any size, bright, printed on white, any quality. Direct purchase and agency. Fakher Ayyashi & Co., (importer, commission merchant), P.O. Box 225, Majidieh Quarter, Aleppo. WTD 10/17/63.

■ **TURKEY**—Electrolytic tinplate 0.25 lb. U/A quality, mill accumulations, bright, temper 3, base weight 95/100 lb., sizes 20x28, 21x30, 100 tons. Packed on export skids, about one ton average, original mill export packing. IL No. 2749. Guven Makina ve Hirdavat Koll. Sti. Jak Alboher ve N.Y. Ojalvo, Galata Kurekciller No. 39, Istanbul. Cable: PORSELEN.

■ Electrolytic tinplate waste waste, bright finish, soft temper, assorted to size and gauge, 80/107 lb. base weight and lighter, 79 lb. base weight and lighter, in original mill export packing, approx. 135,000 lb. net. IL No. 002770. Hirdavatis Isak Kohen, Bankalar caddesi, Banka sokak Yarman han N. 20, Galata, Istanbul.

■ Electrolytic tinplate waste waste protection sheets, assorted to size and gauge per skid, base weight 75/107 lb., predominantly 90/107 lb., sizes 18/24 and larger, mostly 20x28 and larger, bright finish, matte or combination matte and bright, completely metal wrapped containers for export; or, electrolytic tinplate cobbles, not assorted to size or base weight, 10x10" and larger or 18x24" and larger, 107 lb. and lighter, original mill export packages, $5,000. IL No. 2765. Vladimir Gregovich, Ithalat ve Dahili Ticaret, Tyazasa Kamarot Sokak, 3/13, Istanbul. Cable: GREGOVIC, Istanbul.

■ Electrolytic tinplate cobbles, not assorted to size and base weight, 18x24 and/or 10x10 and larger, 80/107 lb. base weight; electrolytic tinplate waste waste assorted to size and base weight 18x24 and larger, 80/107 lb. base weight, coating 0.25 lb. bright, soft material, temper assorted to one size, gauge per skid 18x24, larger, in original mill export packing, c&f basis, $5,500. IL No. 002751. Osman Bucukoglu, dogu is hani kat 5 no. 538, Sirketi, Istanbul.

■ Prime electrolytic tinplate, coating 0.75 lb. per base box, temper 3, bright finish, packed in bundles, 1120 sheets on wooden platform, packed in oil paper and hardboard, protected by metal container, tied with metal straps, various sizes, base weights 90, 95, 100, 107 lb. Shipment June/July; fob, cif, c&f Istanbul, prices per box. Unilever-Is Ticaret ve Sanayi Turk Ltd., Sti., Cumhuriyet caddesi, Kahan Apt. 16/4-Harbiye, Istanbul. IL No. 2778. Cable: UNILEVER, Istanbul.

Above are for Loan No. 277-H-043. U.S. source. Quotation date February 28. Subject to GSA Defense Materials Services procedure. SBC-40.

■ Electrolytic tinplate waste waste, assorted to size and gauge 18x24 and larger, 107 lb. and lighter; hot dipped tinplate waste waste, assorted to size and base weight, 18x24", larger, 80-107 base; unassorted hot dipped tinplate 1.25 coating, 20x28", 100 lb., 18¾x28, 20x30, 107 lb., $10,000, cif. IL No. 002750. Melkon Kurkciyan, Tahtakale Hasircilar, cad. No. 95, Istanbul. Quotation date. February 24.

■ Original mill packing electrolytic tinplate cobbles, assorted to size per skid, gauge, base weights 75/107 lb., mostly 90/107 lb. in sizes 18x24" and larger, soft temper, 0.25 lb. coating, $15,000, cif. IL No. 002779. Mas Sanayi ve Ticaret Koll., Sti., Tersane Cad. Malzeme Han 146/13, Galata, Istanbul. Quotation date February 28.

■ Unassorted hot dipped tinplate 1.25 lb. coating, 18¾x28", 20x30", 107 lb. base weight; electrolytic tinplate waste waste, assorted to size and base weight, 18x24" and larger, 80/107 lb. baseweight; electrolytic tinplate cobbles, not assorted to size and base weight, 18x24" and larger, 107 lb. and lighter; hot dipped tinplate waste waste, assorted to size and base weight, 18x24 and lighter, in original mill export packing, cif basis, $20,000. IL No. 002785. Quotation date February 28. Sukru Kahvecioglu, Eminonu, Hasircilar Comert Turk Sok. No. 17, Istanbul.

Above are for Loan No. 277-H-043. U.S. source. SBC-40.

■ Electrolytic tinplate waste waste, tinplate coke waste, 18x28" base, 100/107 lb., $6,000, c&f. IL No. 654. Itibar Kollektif Sirketi, P.O. Box 393, Izmir.

■ Electrolytic tinplate culls, 18x24 and larger, 135 and lighter, unassorted in original mill packing, $11,200, cif. IL No. 002745. Turhan Cemal Ugurlu Kollektif, Sirketi, Hukumet Caddesi, Ceyhan. Electrolytic tinplate culls, 18x24 and larger, 135 and lighter, unassorted in original mill packing, $6,000; cif. IL No. 002746. Unassorted electrolytic tinplate waste waste 0.25 lb. coating or better, soft temper, all bright material, size 18x24 and larger in base weight 100-112 lb., $12,300, cif. IL No. 002748.

■ Coke tinplate waste waste, 18x24 and larger, 107 lb. and lighter, or, electrolytic tinplate waste waste 18x24 and larger, 80 lb. and heavier, $5,200. IL No. 2776. Coke tinplate waste waste 18x24 and larger, 107 lb. and lighter and/or electrolytic tinplate waste waste, 18x24 and larger, 80 lb. and heavier, $5,100. IL No. 2775. Atlas Ticaret Kol. Sti., Avram Baruh ve Ortagi, Veli Alemdar han Kat 4, No. 6/3, Galata, Istanbul.

Above are for Loan No. 277-H-043. U.S. source. Quotation date February 24. Subject to GSA Defense Materials Services procedure. SBC-40.

■ Coke tinplate W.W., bright finish, soft temper, 1.25 tin coating, base weight 100/107 lb., 20x28 and larger, fully assorted to size and base weight, original mill export packing. Loan No. 277-H-043. U. S. source. Quotation date February 28. IL No. 002780; approx. $13,500; cif Istanbul. Sabetay Rozales, Hasircilar Caddesi No. 69, Istanbul. SBC-39.

■ Unassorted hot dipped tinplate, 1.25 lb. coating, 18¾x28, 20x30, 107 lb.; electrolytic tinplate waste waste assorted to size and base weight, 18x24 and larger, 80/107 lb.; electrolytic tinplate cobbles, not assorted to size and base weight, 18x24 and/or 10x10 and larger, 107 lb. and lighter. All offers required in original mill export packing on cif basis, $5,100. Import License No. 2756. Leon Fintz Halefleri, Yasef Papo, V. Aluf Medina ve F. Graziani Sti., Cakmakcilar, Sabrisafa Han 16, Istanbul.

■ Electrolytic tinplate cobbles, 0.25 tin coating and better, soft commercial tempers, original mill export packing, 100/107 lb., 20x28 and larger, and/or electrolytic tinplate W.W. soft, commercial temper, unbuckled, straight edges 90/107 lb. base weight, 20x28 and larger, assorted to size and gauge, all bright finish; $11,000, c&f Izmir. Import License Nos. 649, 651. Yako Saul Oglau Aleksandr Ve Kardaslari. 895, Sokak No. 7, Izmir.

Above are for Loan No. 277-H-043. U.S. source. Quotation date February 24. SBC-40.

■ Cold reducing enamelling iron steel sheets, drawing quality, 20/26 gauge, 28"-⅜x85"-½, 39"-⅜x78-¾, 17,650 lb. each; 27"-½x94"-½, 77,150 lb.; 34"-00x83"-½, 13,250 lb. IL No. 002753. Dokumay-Dokum Pres Emay Ltd., Sti., Eski Londra Asfalti Bakirkoy, Istanbul. Quotation date February 28.

■ Unassorted hot dipped tinplate 1.25 lb. coating, 18¾ x 28, 20x30, 107 lb.; electrolytic tinplate waste waste assorted to size and base weight, 18x24 and larger, 80/107 lb.; electrolytic tinplate cobbles, not assorted to size or base weight, 18x24 and/or 10x10 and larger, 107 lb. and lighter, all offers required in original export packing, cif basis., $5,100. IL No. 2755. Yasef Papo, Cakmacilar, Sabrisafa Han 16, Istanbul. Subject to GSA Defense Materials Services procedure. Quotation date February 24.

Above for Loan No. 277-H-043. U.S. source. SBC-40.

■ **VIETNAM**—High strength steel wires for pre-stressed concrete manufacturing, 200 m.t. Inv. No. 1060-12123. PA No. 430-660-000-4501. U.S. source. Bid deadline February 20. Central Purchasing Authority, P.O. Box H-5, Saigon. Cable: MAIDICH, Saigon. Specificatio.is, conditions, general conditions may be obtained from the Embassy of Vietnam, 2251 R St., NW., Washington, D.C. Attn: Mrs. Quang. SBC-38.

332 Iron, Steel Foundries

PAKISTAN—Pig iron. Jaffersons & Co., (indenting agents), 11 Brandreth Rd., Lahore 7. WTD 1/16/64.

333 Primary Smelting, Refining of Nonferrous Metals

See also SPECIAL TRADE LEADS on page 29.

PAKISTAN—Electrical silicon steel sheets. Direct purchase and agency. Electrolytic copper ingots, electrolytic zinc ingots, gun metals, copper round wire, tin ingots, enamelled copper wire aluminum ingots. Globe Impex Agencies, (importing distributors), Saidpuri Rd., Rawalpindi City. WTD 12/10/63.

● **TAIWAN**—Lead ingots, 99.9% purity, 36 m.t. Tender No. GF3E13185R, bid deadline February 28. Purchasing Dept., Central Trust of China, 68 Yen Ping South Rd., Taipei.★ (Telehone: 202-WO-7-5624).

■ **TURKEY**—Aluminum ingots, min. 99.5%, 30 lb. size; $7,600. IL No. 002831. Nazim ve Fuat Dincer Kardesler Koll. Sti., Istanbul Galata Hirdavatcilar Carsisi, No. 82.

■ 99.5% pure aluminum in ingots, $10,000. IL No. 2833. Serattar Ithalat Ihracat T.A.S., Galata, Okcu Musa Cad. 36-38, Serattar Hani Kat 3, Istanbul. Cable: SERATTAR, Istanbul.

Above for Loan No. 277-H-043. U.S. source. Quotation date February 28. SBC-40.

335 Rolling, Drawing, Extruding of Nonferrous Metals

■ **GREECE**—Cables, boxes, 14 items, various quantities, descriptions. Loan No. 240-H-028. Bid deadline February 20. Reference No. 2. Public Power Corp., Athens Piraeus Division, 4, Korai St., Athens. Bids are solicited on a world wide basis. If the selected offer is from the U.S., it is expected that these purchases will be financed by AID under the loan cited or with free dollars. Copies of detailed specifications and conditions may be obtained from the Greek Foreign Aid Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-37.

● **IRELAND**—Supply of 499.840 yd. of insulated cadmium copper wire (PVC L.T. black). Tender No. SDIC/7, bid deadline February 28. Controller of Stores, Dept. of Posts & Telegraphs, Aldborough House, Dublin 1.★ (Telephone: 202-WO 7-2162).

PAKISTAN—Sheets, bars; ingots of various shapes. K. Hameed Majeed & Brothers, Crown Bld., Bazar Almarian, Gujranwala. WTD 12/27/63.

Nickel anodes. Bashir Jamil & Bros., (man-

ufacturers of surgical instruments), Mujahid Rd., Sialkot. WTD 12/3/63.

Aluminum and ACSR conductors. Direct purchase and agency. Yu-Slim & Co., Ltd., (importing distributor), Plaza Bldgs., Queens Rd., Lahore. WTD 12/11/63.

VIETNAM—Aluminum sheets, size: 2m x 1m; thickness: 0.4m/m; 0.6m/m; 1m/m; 1.5m/m; 2m/m; aluminum bars, length: 3m to 4m; dia. 3m/m-20m/m. Alfana Watch, (importer, manufacturer, wholesaler), 135 Blvd. Nguyen Hue (1st Floor), Tax Bldg. Saigon.

336 Nonferrous Foundries

PAKISTAN—Aluminum, copper, brass, lead, zinc, ingot sheets. Direct purchase and agency. Yu-Slim & Co., Ltd., (importing distributor), Plaza Bldgs, Queens Rd., Lahore. WTD 12/11/63.

342 Cutlery, Hand Tools, General Hardware

AUSTRALIA—Automobile body tools, hand types. Direct purchase and agency. Brook Lodge Products Pty. Ltd., (importer, manufacturers' representative), 174 Dennison Rd., Dulwich Hill, N.S.W.

BRITISH GUIANA—All kinds of hardware. Adverse tariff preference necessitates competitive offer in terms of price and quality. Eclipse Agencies, (importer, commission agent, manufacturers' representative), Box 853, Georgetown. WTD 1/15/64.

ITALY—Hand tools. Direct purchase and agency. Requests replies in Italian. Balilla Alunni (dealer, agent), 19/25 Via Fratini, Terni.

JAMAICA—General hardware; manufacturers' representative requests replies from manufacturers only with price quotations. Direct purchase and agency. H. Wallis Bird Ltd., 14-16 Duke St., Kingston. WTD 12/10/63.

PAKISTAN—Steel files; hacksaw blades. Direct purchase and agency. Phillips & Jones, (manufacturers of surgical instruments, badges and regalias), Phillips St., Sialkot. WTD 12/4/63.

PHILIPPINES—Decorative hardware. Direct purchase and agency. Amon Trading Corp., (importer, wholesaler, retailer, exporter, indentor), 246 Buendia Ave., Makati, Rizal; P.O. Box 1151, Manila. WTD 11/2/62.

■ **TUNISIA**—Draw cut pruning shears; Reiser type pruners; sampling knives; budding knives; trimmers, sprayers, 28 items. PIO/C No. 664-A-13-AJ-5-30060. U.S. source. Quotation date February 25. U.S. AID Mission, c/o American Embassy, Tunis, Attn: Supply Advisor. SBC-38.★

343 Heating Apparatus, Plumbing Fixtures

IRAQ—Plumbing fixtures. Direct purchase and agency. Majid Ibrahim & Co. (importer, wholesaler, retailer, agent), 85T-3-1 Sa'doun St., Baghdad.

PHILIPPINES—Bathroom fittings, ornamental. Direct purchase and agency. Mr. Conrado Sanchez, Jr., Amon Trading Corp. (importer, wholesaler, retailer, exporter, indentor), 246 Buendia Ave., Makati, Rizal; P.O. Box 1151, Manila. WTD 11/2/62.

345 Screw Machine Products, Bolts, Nuts, Screws, Rivets, Washers

PAKISTAN—Set screws. Bashir Jamil & Bros., (manufacturers of surgical instruments), Mujahid Rd., Sialkot. WTD 12/3/63.

Machine screws. Direct purchase and agency. Phillips & Jones, (manufacturer of surgical instruments, badges and regalias), Phillips St., Sialkot. WTD 12/4/63.

346 Metal Stampings

HONG KONG—Kitchen utensils; requests from manufacturers only, with catalogs and pricelists. The Dragon Seed Co., Ltd., 37-39 Queen's Rd., C., Hong Kong (P.O. Box 79). WTD 5/27/63.

348 Fabricated Wire Products

AUSTRALIA—Pet supplies: wire cages. Direct purchase and agency. Brook Lodge Products Pty. Ltd., (importer, manufacturers' representative), 174 Dennison Rd., Dulwich Hill, N.S.W.

PHILIPPINES—Wire rope. B. Benedicto & Sons Co., Inc., (importer, wholesaler, retailer), P.O. Box 2597, Manila. WTD 7/9/62.

349 Fabricated Metal Products

PAKISTAN—Automotive leaf springs: spring steel flats. National Spring Mfg. Co., Mohdpura Jattan, G.T. Rd., Bagbanpura, Lahore 9. WTD 12/24/63.

Railroad workshop equipment. Jaffersons & Co., (indenting agents), 11 Brandreth Rd., Lahore 7. WTD 1/16/64.

351 Engines, Turbines

SYRIA—Diesel engines, over 750 r.p.m., 3 h.p. to 150 h.p. Direct purchase and agency. Ayyub Bishara & Sons (importer, agent), Kamishli.

352 Farm Machinery

ITALY—Olive picking machines. Agency or direct import. Giovanni Ancellotti (agent), Via Sallustiana 23, Rome.

PAKISTAN—Heavy agricultural machinery. Direct purchase and agency. Nazir Trading Corp., (manufacturer's representative, dealers and agents), 90 Railway Rd., o/s Sarai Sultan, Lahore. WTD 1/16/64.

SYRIA—One-way disc plows; tractors; other farm implements. Direct purchase and agency. Ayyub Bishara & Sons, (importer, agent), Kamishli.

Used combines, "John Deere" brand. Garabed Aram Demirjian, P.O. Box 33, Aleppo.

353 Construction Machinery

■ **INDIA**—Drilling accessories consisting of core lifters, spar cutters, jar collars, recovery taps, drive pipes, casings, drill rods, core barrels; 154 items. Loan No. 386-082. U.S. source. Bid deadline February 25. Tender No. SE5/2539-P/V/63. Tender fee, not refundable, $2.10 each. ISM Ref. No. D/ENQ/895.

■ Small crawler tractors, 90-130 h.p., 6 ea.; crawler bulldozer tractors, 220-240 h.p., 9 ea.; truck tractors with low bed trailers, 40 ton capacity, 2 ea. Loan No. 386-H-082. Bid deadline February 24. U.S. source. ISM Ref. No. D/ENQ/893. Tender No. S/Project/33029-PI. Tender fee, not refundable, $2.10 each.

Above for: Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-37.

■ **ISRAEL**—Jaw crusher, for oil hard dolomite rock, jaw opening 42 to 48″, overhead, with roller bearings, hydraulic adjustment of discharge opening, feed hopper, V-belt drive, electric motor; Allis-Chalmers, or equal, Hydrocone crusher Model 736, complete; same, except Model 530, for hard dolomite rock, and extra equipment. S/A Nos. 183/346, 347, 348, 350.

■ B.L.H., or equal, Blu crushing plant with type 3240 roller bearing jaw crusher, primary and secondary crusher assembly, screens, Lima-Austin Western, Allis-Chalmers, Seco brands, or equal. S/A No. 183/353.

■ Cincinnati, or equal, all steel mechanical press brake Series 7, complete with all electrical equipment; Cincinnati, or equal, all steel mechanical shear, series 2510 with standard equipment. S/A No. 183-357.

Above for Loan No. 183. U.S. source. Government of Israel Supply Mission, 850 Third Ave., New York, N.Y., Attn: Mr. N. Nisen. Tenders should refer to the appropriate S/A No. and be prepared on the basis of fas U.S. port of exit. Delivery desired by April. Prices should be itemized to show both trade and cash discounts. Suppliers may devise own forms for submitting tenders, in duplicate, to buyer. SBC-43.

■ **PAKISTAN**—Road rollers, 8 to 10 ton capacity, three wheel type, 2 each; concrete mixers, 10/12 cu. ft. capacity, 10 ea. Tender No. VA-3/L-066/68075-68104/4/63. Loan No. 391-H-066. U.S. source. Bid deadline February 20. Government of Pakistan, Dept. of Investment Promotion & Supplies, V&A Directorate, Karachi. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli.

■ Self propelled pay scraper, direct drive, tender No. CDA/DP-1161. Bid deadline March 3. Scrapers, tractors drawn, 4-wheel, 2-axles, 4 ea. Tender No. CDA/DP-1163. Bid deadline March 5. Motor grader, motorized. diesel engine driven, direct drive. No. CDA/DP-1162. Bid deadline March 7. Bitumen spray tanker, diesel engine driven. No. CDA/DP-1168. Deadline March 4. Cast iron centrifugally spun pipes for water supply 18′ long spigot and socket end, 155,000 rft. Bid deadline March 12. High tensile steel wire, .278″ dia. for prestressed concrete, 100 tons. No. CDA/DP-2081. Bid deadline March 10. Loan No. 391-H-056. U.S. source. Capital Development Authority, Directorate of Purchases, 101-E Satellite Town, Rawalpindi. Detailed specifications may be obtained from the Consulate General of Pakistan. 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-43.

Bull dozers, scrapers, graders, excavators, and rollers; tar mixers, vibrators; bitimen boilers. Direct purchase and agency. Yu-Slim & Co., Ltd., (importing distributor), Plaza Bldgs. Queens Rd., Lahore WTD 12/11/63.

Quarrying equipment with a capacity of 8 tons per hr.; railway carriage track (quarry to factory); lime stone crushing plant; kiln plant; lime hydrating plant; lime distemper manufacturing machines, further details describing the material desired are available on a loan basis from the Trade Opportunity Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230. Phone: 202-WO 7-4674. Lime Products Ltd., (manufacturer of hydrated lime and lime distemper), 32-C Jail Road, Lahore. WTD 1/8/64.

SYRIA—Used tractors over 100 hp., off-highway design, repair parts, types 500, 600, 920. Garabed Aram Demirjian, P.O. Box 33, Aleppo.

■ **VIETNAM**—Portable rock crushing plants, portable air compressors, 3 each; jack hammer drills with all accessories, 8 each. Invitation

No. 1086-08014. Specifications and general conditions may be obtained from Mrs. N. H. Quang, Embassy of Vietnam, 2251 R St., NW., Washington, D.C. 20008. PA No. 430-850-000-4508. U.S. source. Bid deadline February 28. Central Purchasing Authority, P.O. Box H-5, Saigon. Cable: MAIDICH, Saigon. SBC-43.

354 Metalworking Machinery

ITALY—Metalworking machine tools; special tools for use with metalworking machine tools. Requests replies in Italian. Direct purchase and agency. Balilla Alunni, (dealer, agent), 19/25 Via Fratini, Terni.

NEPAL—Complete plant to manufacture 400 sets per week of cutting tools, starting with ground thread chasers to suit Coventry type die heads of ¼", 5/16", ⅜", ½", ¾", 1", 2/2", 3/2"; including lathes, milling machines, grinders, etching machines, bandsaws, furnace, inspection equipment. Catalogues, quotations cif Calcutta, delivery dates, availability of technical assistance desired. Nepal Commercial Corp. (Nepal) Ltd. (manufacturer), Hotel Royal, Kathmandu.

■ **PAKISTAN**—Plain precision cylindrical grinders, 2 each, max. swing 6" dia., length of workpiece to be ground 12"; separate quotation for all suitable accessories, including collets, 3 and 4 jaw chuck, permanent magnet chuck, coolant, automatic lubrication. Control No. 582. Plain internal grinders, 2 each, max. swing to accommodate 4" die workpiece, internal dia. capacity from a min. of 5/16" to a max of 1½"; separation quotation on all suitable accessories, including 3-jaw and permanent magnet chuck, selection of suitable quills and mounted wheels for grinding carbon tool steel. Control No. 581. Precision center lathe with hydraulic copying attachment, work dia. 6" max., work length approx. 12", 3 and 4-jaw chuck, rubberflex collets, hardened ways, lead screw and conversion gears for metric thread, quick change gear box, cam lock or long taper spindle nose, automatic or one-shot lubrication, coolant system; separate quotation on full line of suitable accessories. Control No. 583. Turret lathes, 2" bar, 3 each, ram type with cross slide hand operated, including automatic bar feed, pneumatic collet closer, stock stop, dead length collets, selection of tool holders; separate quotation on line of suitable accessories. Control No. 584. Loan No. 170. U.S. source. Bid deadline February 27. WAH Factories Project, Government of Pakistan, WAH Cantt., West Pakistan—through: Ebasco Services, Inc. (Consulting Engineers), 2 Rector St., New York, N.Y. (10006). Attn. J. D. Cassidy, Director of General Management Consultation—where inquiries should be directed. SBC-39.

Tools, workshop equipment—small; handportable and pneumatic tools. Direct purchase and agency. Globe Impex Agencies, (importing distributors), Saidpuri Rd., Rawalpindi City. WTD 12/10/63.

Automotive workshop equipment. Jaffersons & Co., (indenting agents), 11 Brandreth Rd., Lahore 7. WTD 1/16/64.

Capstan lathes, milling machines, hobbing machines. Direct purchase and agency. Nazir Trading Corp., (manufacturer's representative, dealers and agents), 90 Railway Rd., o/s Sarai Sultan, Lahore. WTD 1/16/64.

Twist drills, metal working; machine tools, parts. Direct purchase and agency. Phillips & Jones, (manufacturers of surgical instruments, badges and regalias), Phillips St., Sialkot. WTD 12/4/63.

SYRIA—Used well drilling machinery "Star" and "Cyclone" brands. Garabed Aram Demirjian, P.O. Box 33, Aleppo.

● **THAILAND**—Mobile brake horsepower tester. Unit to be installed permanently on a concrete base, equipped with rollers, driven power wheel with fluid dynamometer. Tender No. 4/2507, bid deadline March 4. The Dept. of Transport, Rajadamnern Ave., Bangkok.★ (Telephone: 202 WO 7-5576).

TRINIDAD, W.I.—Machine tools. Importers, exporters, wholesalers, sales agents requests replies from manufacturers of machine tools. Direct purchase and agency. Sheene's Agencies, 10 Chacon St., Port of Spain. WTD 12/31/63.

355 Special Industry Machinery

See also SPECIAL TRADE LEADS on page 27.

AUSTRALIA—Wiring or beading machine for the beading of fenders for 3-5 ton trucks. Mr. L. E. Parker, Australian Sales Manager-Production Machinery, Goodall & Co., Pty. Ltd., 301-305 Kent St., Sydney. WTD 12/15/61.

● **BURMA**—Ball bearings, 114, assorted sizes, types; other equipment, spares for the enamelware industry. Tender No. 5ME-64/MP.5, bid deadline February 24. People's Stores Corp., Machinery & Spare Parts Division, Rangoon.★ (Telephone: 202-WO 7-5589).

ECUADOR—Complete machinery, equipment for manufacture of electric lamp bulbs. Catalogs, illustrated materials requested. Quotations cif Guayaquil; requests replies in Spanish. Drogueria Meneses y Organizacion Albus, P.O. Box 110.

■ **INDIA**—Banburry mixer, internal, 3A type, one set, complete with reducer, motor, fittings, accessories; mixing mills 2, 22"x66", complete with reducer, motor, fittings, accessories; suitable for P.V.C. and rubber compounding. Loan No. 386-A-032 (AID Loan No. 157). U.S. source. Quotation date March 9. Ref. No. 13(27)/63-AID II. IL No. P/CG/2040318/R/DL/18/C/H/C.G.III. The East India Rubber Works Private Ltd., 161 Chittaranjan Ave., Calcutta 7. SBC-37.

● **IRAQ**—Machinery, equipment, for turning asbestos-cement pipe, cutting cast iron pipe; assorted types, sizes. Tender No. 10/4/798, bid deadline March 30. Baghdad Water Supply Administration, Baghdad.★ (Telephone: 202-WO 7-5589).

ITALY—Machinery, equipment for corn degermination. Agency or direct import. Giovanni Ancellotti (agent), Via Sallustiana 23, Rome.

PAKISTAN—Printing machinery, accessories, spare parts. Sh. Muhammad Ashraf, (manufacturer-printer & publisher), Kashmiri Bazar, Lahore. WTD 12/30/63.

Spare parts for sugar mills. Crescent Sugar Mills & Distillery Ltd., P.O. Box 11, (manufacturer of sugar), Lyallpur. WTD 12/23/63.

Boilers for textile mill. Afsar Textile Mills Ltd., (manufacturers of cotton textile), 20 Empress Rd., Lahore. WTD 12/5/63.

PHILIPPINES—New or second-hand sugar mill; installed on turnkey basis, about 5000 tons per day capacity with expansion provided for; also transportation facilities. Mrs. Hortencio Hodel Starke, 4 Hidalgo St., San Lorenzo Village, Makati, Rizal.

SYRIA—Tire recapping and rebuilding machinery. Asadour Seykeldjian, Bustan Gul-Ab, Aleppo.

■ **TUNISIA**—Metal cutting machine; cold bending rolls; crane; metal cutting machine; air compressor; furnace; radial drill press; metal lathe; oxygen metal cutting rig; sheet metal shears; metal hole punching and cutting machine; derricks, 2 each. Loan No. 196. U.S. source. Quotation date February 22. Societe Generale Industrielle, Djebel-Djelloud, Km 3,200, Tunis, Attn. Mr. Victor Berrebi. SBC-37.★

356 General Industrial Machinery

See also SPECIAL TRADE LEADS on page 27.

■ **CHINA**—Construction tools, such as, pumps, electric motors, air compressors, winches, grinders, hydraulic jacks, pipe and conduit tools, equipment, measuring devices, welding equipment. Spec. No. CC-1. Loan No. 484-H-039. U.S. source. Taiwan Power Co., Shen-AO Steam Power Station Unit 3, Taiwan. Proposals due at G. & H. February 21. Specifications, instructions for bidders, material lists, general terms, conditions are available to qualified suppliers as plant design develops from Gibbs & Hill, Inc., Consulting Engineers, 393 Seventh Ave., New York, N.Y. SBC-43.

■ **GREECE**—Roller bearings, various, for use in electric motors, vehicles, tractors, road making equipment, other agricultural equipment; sizes and qualities according to demand; approx. $15,000. Loan No. 240-H-028. U.S. source. Quotation date February 28. SKF Greek-Swedish Rolling Bearing Co. Ltd., P.O. Box 584, Athens. SBC-39.

IRELAND—Heating and ventilating equipment, all types, including boilers. Direct purchase or agency. Mr. C. F. Whelan, Brightside Engineering Co. (Ireland) Ltd., (heating, ventilating engineers), 31 Upper Mount St., Dublin 2. WTD 1/16/64.

PAKISTAN—Air compressors, stationary type. Direct purchase and agency. Yu-Slim & Co., Ltd., (importing distributor), Plaza Bldgs., Queens Rd., Lahore. WTD 12/11/63.

Ball and roller bearings. Direct purchase and agency. Phillips & Jones, (manufacturers of surgical instruments, badges and regalias), Phillips St., Sialkot. WTD 12/4/63.

PHILIPPINES—Ball bearings. B. Benedicto & Sons Co., Inc., (importer, wholesaler, retailer), P.O. Box 2597, Manila. WTD 7/9/62.

SWITZERLAND—High pressure pumps made of stainless steel for handling a 15% salt solution at temperatures up to 60° C, delivery 15-20 gallons per minute (approx. 60-100 liter per minute) at a pressure of 18-20 atmosphere (approx. 250-290 pounds square inch). Requests catalogues, characteristic curves and performances, spare parts lists, descriptive leaflets, with quotations. Direct purchase and agency. E. Rawyler Ltd., (importer, manufacturer), Kometstrasse 40, Schaffhausen. WTD 1/64.

357 Office, Computing, Accounting Machines

FRANCE—Electronic computers, devices. European Market Association, (manufacturer), 48 rue du Marechal de Lattre de Tassigny, Andrésy (Seine & Oise). WTD 1/16/63.

■ **PAKISTAN**—Typewriters, manually operated, English keyboard, extra keys for Ls and Rs, pica type, various carriage lengths, 475 Nos. Tender No. S/14/17/TW/63-64. Loan No. 391-H-066. U.S. source. Bid deadline March 17. Government of East Pakistan, Directorate of Supply, E.P.I.D.C. House, Motijheel, Dacca 2. The original and amended detailed specifications may be obtained from the Consulate General of Pakistan, 12 East 65th

St., New York, N.Y., Attn: Mrs. Caparelli. SBC-38.

358 Service Industry Machines

GERMANY—Air dehumidifiers; price quotations cif Rotterdam; requests replies in German. Alfred Kaut & Co., Elektrizitaets-Gesellschaft, 33-35 Tannenbergstrasse, 56 Wuppertal-Elberfeld. WTD 1/16/64.

Coin-operated merchandising machines of all kinds, particularly new types. Ice cream freezers; requests replies from U.S. manufacturers only with price quotations fob U.S. ports. Heinrich Hecker, (distributor, importer), 4 Kapellenstrasse, 479 Paderborn. WTD 11/29/63.

PAKISTAN—Air conditioning for textile mill, Afsar Textile Mills Ltd., (manufacturers of cotton textile), 20 Empress Rd., Lahore. WTD 12/5/63.

UAR—Ice making machinery to equip two plants capable of producing whole (25 kilograms), half, quarter blocks of ice. Potential capacity of each plant: 750 m.t. per 24 hr. with a 750-ton storage capacity. First plant to start producing by May 1, 1965; second by May 1, 1966. General Manager of firm states company would consider private U.S. joint venture. The Egyptian Ice Producing Co., 745 Port Said St., Ghamra, Cairo.

361 Electric Transmission, Distribution Equipment

■ **CHINA**—Equipment and materials for Unit No. 3, Shen-Ao-Steam Power Station, Taiwan. Various equipment, 31 items, Spec. Nos. MS-3 to 33; structural materials, SS-2 to 5; architectural, AS Nos. 1-4; plumbing, heating and ventilation equipment, PS Nos. 1-4; electrical equipment, ES Nos. 2-28; total 70 items. Specification issue dates began in January of this year and continue to mid-1965, with proposed dates due at G & H from February '64 through June '65; fas port of exit. Proposals must be accompanied by evidence that bidder has previously supplied equipment of similar specification and size. Applicants other than manufacturers or fabricators must identify prime producers of material and fabricators or manufacturers of equipment. Loan No. 484-H-039. U.S. source. Taiwan Power Co. Specifications, instructions to bidders, material lists, plant design develops may be obtained from Gibbs & Hill, Consulting Engineers, 393-7th Ave., New York, N.Y. 10001. SBC-38.★

FRANCE—All kinds of electrical apparatuses. Direct purchase and agency. Ets. M. Guinault & Cie., (manufacturer), 70 bld Emile Zola, Houilles (Seine & Oise). WTD 9/18/63.

All kinds of electrical apparatuses. Direct purchase and agency. European Market Association, (manufacturer), 48 rue du Marechal de Lattre de Tassigny, Andrésy (Seine & Oise). WTD 9/18/63.

● **GREECE**—Circuit breakers, single pole, 25 amp. suitable for 220 v. system, 25,000. Tender No. PAP/1168, 1389, bid deadline March 5. In case award is made to a U.S. firm, procurement will be charged ageinst AID loan 240-H-028. Public Power Corp., (PPC), Athens, Piraeus Division, 4 Korai St., Athens.★ (Telephone: 202—WO 7-4242).

● Distribution transformers, 300 kva. Tender No. 1, bid deadline February 25. Terms and specifications may be obtained upon payment of $8.40 per copy from: Directorate General of Municipalities, Ministry of Municipal & Rural Affairs, Baghdad.

● Distribution transformers, 3 phase, 50 cycles, 11000/400/230 volts, 400 kva, outdoor type suitable for mounting on pole or platform, 20. Tender No. 2, bid deadline February 25. Terms and specifications may be obtained upon payment of $5.60 per copy, from: Directorate General of Municipalities, Ministry of Municipal and Rural Affairs, Baghdad. A copy of specifications is also available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C., 20230. (Telephone: 202—WO 7-4242).

● Distribution transformers, 3 phase, 50 cycles, 11000/400/230 v., 500 kva, outdoor type suitable for mounting on pole or platform, 20. Tender No. 3, bid deadline February 25. Terms and specifications may be obtained upon payment of $5.60 per copy, from: Directorate General of Municipalities, Ministry of Municipal & Rural Affairs, Baghdad. A copy of specifications is also available for review only in Room 4124, Power and Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C., 20230. (Telephone: 202—WO 7-4242).

JAPAN—Analyzers, diesel engine gas. Advanced type with high accuracy for testing engines with less than 100 h.p. ratings. Byron Industries Ltd., (importer, exporter), Kinsan Bldg., No. 5, 4-chome Nihonbashi-Muromachi, Chuo-ku, Tokyo.

PAKISTAN—Transformers above 1100 K.V. Direct purchase and agency. Yu-Slim & Co., Ltd., (importing distributor), Plaza Bldgs., Queens Rd., Lahore. WTD 12/11/63.

■ **THAILAND**—Power capacitors, outdoor primary voltage units for application on distribution feeder circuits; 90 sets. Loan No. 19. World wide (899). Invitation No. PDC-MEA-178. Bid deadline March 3. Purchase & Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable METELEC, Bangkok. Copies of the Invitation to Bid are available from the Office of the Economic & Financial Counselor, Embassy of Thailand, 2490 Tracy Place, NW., Washington, D.C., 20008. SBC-39.

● **TURKEY**—Oil circuit-breaker 3-pole, rated 35 kv, 400 amp., breaking capacity at rated voltage 250 MVA, 1. Tender No. 103-EKS/871, bid deadline March 1. Etibank General Management, Sihhiye, Ankara.★ (Telephone: 202—WO 7-4242).

● Watt meter, MVAR meter, ammeter. Tender No. 34-ERT/870, bid deadline February 20. Etibank. Sihhiye, Ankara.★ (Telephone: 202—WO 7-2312).

362 Electrical Industrial Apparatus

FRANCE—Marine motors. Direct purchase and agency. European Market Association, (manufacturer), 48 rue du Marechal de Lattre de Tassigny, Andrésy (Seine & Oise). WTD 1/16/63.

■ **PAKISTAN**—Salt bath for hardening carbon steel tools, pot dia. to suit batch hardening of approx. 12 rods, 11″ long x ⅝″ dia., suitable racks, unit to be complete with start-up electrodes and control panel for automatic operation. Control No. 579. Tempering furnace to temper carbon steel tools, hot air tempering medium, pot size approx. 9″ dia. x 22″ depth, electrically operated, control panels for automatic operation; work baskets. Control No. 578. Muffle type hardening furnace for carbon steel tools, opening size approx. 10″ x 6″ x 22″, electric operation, complete with electric and pyrometric control panel for automatic operation. Control No. 577. Loan No. 170. U.S. source. Bid deadline February 27. WAH Factories Project, Government of Pakistan, WAH Cantt., West Pakistan—through: Ebasco Services, Inc. (Consulting Engineers), 2 Rector St., New York, N.Y. 10006. Attn. J. D. Cassidy, Director of General Management Consultation—where inquiries should be directed. SBC-39.

Generating sets with diesel engines; electric motors above 30 horsepower. Direct purchase and agency. Yu-Slim & Co. Ltd., (importing distributor), Plaza Bldgs., Queens Rd., Lahore. WTD 12/11/63.

● **SOUTH AFRICA**—Armature coils for bus traction motors, 3,000 volts d.c., 288 h.p. armature speed 1,860 r.p.m., up to 200 sets; for locomotive traction motors, 3,000 volts d.c., 471 h.p., 1,570 r.p.m., up to 50 sets. Tender No. K.5112, bid deadline February 21. Chairman of the Tender Board, South African Railways, P.O. Box 7784, Johannesburg.★ (Telephone: 202-WO 7-4242).

■ **VIETNAM**—Metallizing variable drive gun; electric hoist, 2 ton capacity; same, 1000 lb. capacity; 2 each, honing machine; sand blast machines, 3 ea.; 42″ continuous white printing and developing machine; air motor operated portable power jacks, 12 ea.; 5-ton geared chain hoist; hydraulic feed 8 x 24″ surface grinder; plant, complete for treating cooling water for diesel locomotives; accessories for arc welding equipment. Chihoa car shop; painters respiratory masks, 24 each. Invitation No. 1088-08014. Loan No. 430-A-004. (D.L. Loan 129). U.S. source. Bid deadline March 6. Central Purchasing Authority, P.O. Box H-5, Saigon. Cable: MAIDICH, Saigon. Specifications, conditions, general conditions may be obtained from the Embassy of Vietnam, 2251 R St., NW., Washington, D.C., Attn: Mrs. Quang.

363 Household Appliances

IRAQ—Electrical household equipment such as washing machines, refrigerators, gas cooking stoves. Direct purchase and agency. Ma'arouf Shaikh Mahmoud, (importer, wholesaler, retailer), Gharibjan Bldg., Rm. 11, Shorja Market, Baghdad. WTD 1/8/64.

■ **JORDAN**—Fast heating, high recovery gas water heaters, 70 each; refrigerators, electric 110-120 v., 50 cycles, 12 ft. storage capacity, 25 each; wringer type washing machines, 12 lb. capacity with roto-swirl agitator, 25. Invitation No. 64-55. PIO/C No. 278-000-0-40019. U.S. source. Bid deadline February 24. Supply Management Advisor, USAID, Jordan, c/o American Embassy, Amman. Single copies of detailed specifications may be obtained from the Office of Small Business, Agency for International Development, Room 2120 Barton Hall, Ohio Drive & Independence Ave., SW, Washington, D.C. SBC-38.

SPAIN—Household articles, household electrical appliances; importer, wholesaler, retailer, agent requires catalogues and price lists. Almacenes Madrid de David Nauffal, P.O. Box #45, Santa Isabel de Fernando Poo, Spanish Guinea (West Africa). WTD 12/26/63.

364 Electric Lighting, Wiring Equipment

FRANCE—Household electrical fixtures, lamps. Gerard & Pierre, (importer, dealer), 146 bld Magenta, Paris.

■ **INDIA**—Runway lighting fittings. Loan No. 386-H-082. U.S. source. Bid deadline February 27. Tender No. S/230/AID. India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008, where specifications and conditions are available.

■ Graphite tube furnace with indicator re-

corder and controller, Pereco 5500 (Pereny Equipment Co. Inc.), Model CT-215, or equal. Spare parts: resistor tubes, 2; sight glasses, 2; one bag of Thermatomic; spare sight tubes, 2; terminal blocks, one set. Tilting tube, horizontal to vertical; operating temperature to 5500° F.; saturable core reactor control, integrated recorder-controller unit; rate, reset, and proportional band controlling action; work chamber 2" I.D., heated length 16", power required 20 Kw.; voltage 220, frequency 50 cycles, single phase. Limited world wide (898). Quotation date February 24. Requisition No. 1079 MET E74. Inquiry No. 717. Quotations should be submitted to Mr. Robert E. Johnson, Purchasing Agent, Educational Services Inc., Kanpur Indo-American Program, 164 Main St., Watertown, Mass. SBC-37.

● **IRAQ**—Supply of 30 electric shadowless lamps complete with fixtures for use in hospitals. Tender Notice No. 58/63, bid deadline March 8. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-5346).

PAKISTAN—Lattice steel towers tubular steel poles. Direct purchase and agency. Yu-Slim & Co., Ltd., (importing distributor), Plaza Bldgs., Queens Rd., Lahore. WTD 12/11/63.

PHILIPPINES—Incandescent lighting fixtures. Direct purchase and agency. Amon Trading Corp., (importer, wholesaler, retailer, exporter, indentor), 246 Buendia Ave., Makati, Rizal; P.O. Box 1151, Manila. WTD 11/2/62.

■ **THAILAND**—Preformed service grips for neutral service drop all-aluminum conductor, 7 strands, compact construction, each grip marked with conductor size. Loan No. 19. World wide (899). Bid deadline March 5. Invitation No. PDC-MEA-179. Purchase & Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable: METELEC, Bangkok. Copies of the invitation to bid are available from the Office of the Economic & Financial Counselor, Embassy of Thailand. 2490 Tracy Place, NW., Washington, D.C. 20008. SBC-39.

365 Radio, Television Receiving Sets

FRANCE—Pre-recorded tapes: South American, twist, madison dance music. Sinfonia, (importer, dealer), 68 ave. des Champs-Elysees, Paris 8. WTD 1/14/64.

SPAIN—Radio and television receiving sets; importer, wholesaler, retailer, agent, requires catalogues, price lists. Direct purchase and agency. Almacenes Madrid de David Nauffal, P.O. Box 45, Santa Isabel de Fernando Poo, Spanish Guinea (West Africa). WTD 12/26/63.

366 Communication Equipment

See also SPECIAL TRADE LEADS on page 29.

● **INDIA**—Supply of 3,470 light-weight telephone operator's headsets, associated equipment. Tender No. P-1411/64-65/I, bid deadline March 31. Specifications are available at the India Supply Mission, (Ref. D/ENQ/905) 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

PAKISTAN—Micro telephone assemblies. Direct purchase and agency. Yu-Slim & Co., Ltd., (importing distributor), Plaza Bldgs., Queens Rd., Lahore. WTD 12/11/63.

● **TRINIDAD**—Supply and installation of a VHF frequency modulated repeater. Bid deadline February 21. Specifications may be obtained from the Chief Technical Officer, Water Division, Ministry of Public Utilities, 134 Frederick St., Port of Spain.

367 Electronic Components, Accessories

See also SPECIAL TRADE LEADS on page 29.

■ **BURMA**—Portable transistorized transmitter/receivers, SSB, 20 watts, 15 sets; same, V.H.F. 1 watt 48 sets. Tender No. BP/AID/56. PIO/C No. 482 No. 71-AA-9-90013. World wide (899). Detailed specifications, invitations to bid, general conditions may be obtained from the Embassy of Burma, 2300 S St., NW., Washington, D.C., Attn: Mrs. O'Connor. SBC-43. The Revolutionary Government of the Union of Burma, Inspector of Police, Ministry of Home Affairs, c/o Police Supply Dept., No. 147, Anawrahta St., Rangoon.

FRANCE—Electronic devices, components. Direct purchase and agency. European Market Association, (manufacturer), 48 rue du Marechal de Lattre de Tassigny, Andrésy (Seine & Oise). WTD 1/16/63.

GERMANY—Magnetic tapes for punch card machines; importing distributor requests replies from U.S. manufacturers only with price quotations cif German or Dutch ports. Maerkische Geraete Dr. Ing. J. G. Brockhaus, (importer, distributor), 5971 Plettenberg-Boeddinghausen. WTD 11/6/63.

SPAIN—Radio, TV, other electronic components; manufacturer, wholesaler requests replies from manufacturers only, exclusive direct purchase. Might consider also the possibility of assembling or manufacturing the products of U.S. manufacturer of these lines; requests replies in Spanish. Industrias Kastell, S.A., (manufacturer, wholesaler), Juan de la Hoz 3, Madrid (2).

371 Motor Vehicles, Motor Vehicle Equipment

AUSTRALIA—Automobile accessories. Direct purchase and agency. Brook Lodge Products Pty. Ltd., (importer, manufacturers' representative), 174 Dennison Rd., Dulwich Hill, N.S.W.

■ **BURMA**—Motor garage equipment, such as master repair and general service tool sets, ring wrench sets, tune-up kits, micrometer sets, battery testers, electric drills, brake testers, 1 lot 63 items, various quantities. Tender No. BP/AID/55. PIO/C No. 482-S-71-AA-9-90006. World wide (899). Bid deadline February 28. The Revolutionary Government of the Union of Burma, Inspector General of Police, Ministry of Home Affairs, c/o Police Supply Dept., No. 147, Anawrahta St., Rangoon, E. Detailed specifications, invitations to bid, general conditions may be obtained from the Embassy of Burma, 2300 S St., NW., Washington, D.C. Attn: Mrs. O'Connor. SBC-43.

CHILE—Automobile parts. Direct purchase and agency. Importadora y Exportadora Transatlantica Chilena Ltda. (importer, wholesaler, retailer), MacIver 142, Casilla 2553, Santiago. WTD 12/27/63.

JAMAICA—Automotive replacement parts; manufacturers' representative requests replies from manufacturers only with price quotations. Direct purchase and agency. H. Wallis Bird Ltd., 14-16 Duke St., Kingston. WTD 12/10/63.

PAKISTAN—All kind of automotive spare parts. Direct purchase and agency. Nazir Trading Corp., (manufacturer's representative, dealers and agents), 90 Railway Rd., o/s Sarai Sultan, Lahore. WTD 1/16/64.

Automotive vehicles, passenger. Mint Trading Co., (manufacturers of sports goods), Bank Rd., Sialkot. WTD 12/4/63.

SYRIA—Used front axle and rear axle assemblies for motor vehicles. Used truck, automobile, tractor, agricultural machinery spare parts. Garabed Aram Demirjian, P.O. Box 33, Aleppo.

374 Railroad Equipment

● **INDIA**—Supply of 3,872 wheels; 14,978 tires; 11,965 axles, Global tender No. WTA-1 of 1963 from Director, Railway Stores, Railway Board, Rail Bhavan, New Delhi, India. Bid deadlines for wheels February 18; tires, March 5; axles, March 19. A set of tender forms is available for a fee of $2.00 from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. Drawing obtainable for a fee of $19.00, plus postal charges of $14.00 from the Railway Board at New Delhi. Tender conditions, without drawings, may be reviewed in Rm. 4320, Transportation Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4816).

PAKISTAN—Railroad equipment: maintenance equipment. Direct purchase and agency. Nazir Trading Corp., (manufacturer's representative, dealers and agents), 90 Railway Rd., o/s Sarai Sultan, Lahore. WTD 1/16/64.

Railway diesel electric locomotives; passenger and freight cars. Direct purchase and agency. Yu-Slim and Co., Ltd., (importing distributor), Plaza Bldgs., Queens Rd., Lahore. WTD 12/11/63.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

■ **INDIA**—Dynamometer test stand for testing motors from ¼ h.p. to 3 h.p., assembled as a bench type unit consisting of holding fixtures specially designed to suit stators and rotors now on hand, coupling for connecting test motors to the dynamometer shaft, direct reading dynamometer, watt meter, ammeter, voltmeter, adjustable voltage transformer to regulate the input supply of the dynamometer equipment when the main supply system varies from 210/220 v. (single phase A.C. 50 cycles), stroboscope, other necessary equipment. All electrical instrumentations and control should be mounted within a control panel. Loan No. 386-A-032 (AID Loan No. 157). U.S. source. Quotation date March 3. Ref. No. 41(69)/61-Aid II. IL No. 990317/DLF-157/61/HQ/CGI. The Jay Engineering Works Ltd., 183A Prince Anwar Shah Rd., Dhakuria, Calcutta 31. Cable: USHAKO, Calcutta. SBC-37.

JAPAN—Temperature instrument for oil combustion in diesel engine cylinder, Byron Industries Ltd., Kinsan Bldg., No. 5, 4-chome, Nihonbashi-Muromachi, Chuo-ku, Tokyo.

383 Optical Instruments, Lenses

● **IRAQ**—Binocular microscopes, 20. Tender No. 53/63, bid deadline March 8. Terms and specifications may be obtained from the Central Foreign Purchasing Board, Ministry of Finance, Baghdad, against payment of one Iraqi dollar ($2.80) per copy. plus $0.70 to cover airmailing charges.★ (Telephone: 202-WO 7-2312).

■ **PAKISTAN**—Optical projectors, 2 each, screen dia. approx. 14", with 3 projection lenses, 10x, 25x, 50x, selection of work holders, including centerless; separate quotation on suitable accessories. Control No. 580. Loan No. 170. U.S. source. Bid deadline February 27. WAH Factories Project, Government of

Pakistan, WAH Cantt., West Pakistan—through: Ebasco Services, Inc. (Consulting Engineers), 2 Rector St., New York, N.Y. 10006, Attn. J. D. Cassidy, Director of General Management Consultation—where inquiries should be directed. SBC-39.

384 Surgical, Medical, Dental Instruments

■ **GREECE**—Type TC electroencephalograph, for 16-channel operation, paper speeds 1.25, 2.5, 5 cm./sec. or 1.5, 3, 6 cm./sec., for operation on 210-250 V., 50 cps., by means of an internal transformer; paper, 16-channel, 16.5" wide, in packets containing 500 sheets each; Dynograph ink, red, blue, or green, in pints; Redmond "Tripod" electrodes; Redmond head pieces, adult, child; silver disc electrodes; approx. $12,000. Loan No. 240-H-028. U.S. source. Quotation date February 25. Aeginition Hospital, 74 Vas, Sophias Ave., Athens. SBC-39.

ITALY—Surgical apparatus, instruments for operating rooms; medical electronic apparatus, equipment for physiotherapy and electro-diagnosis. Direct purchase and agency. V. Grisanti, (dealer), SOT, 56, Viale XVI Giugno, Foligno (Perugia).

● **VIETNAM**—Personal protective supplies, equipment, for sanitary workers including masks, filters, boots, gloves, respirators. Tender No. 1090-11014 bid deadline February 26. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

386 Photographic Equipment

ITALY—Inexpensive microfilm reproducing, reading, developing apparatus. Angelo Randazzo S.p.A., 80 Piazza SS Apostoli, Rome.

● **VIETNAM**—Photographic accessories such as cinema lights, stands, exposure meters, leather bags, other related items. Tender No. 1091-13014, bid deadline February 26. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO-7-2778).

387 Watches, Clocks

AUSTRALIA—Automobile clocks. Direct purchase and agency. Brook Lodge Products Pty. Ltd. (importer. manufacturers' representative), 174 Dennison Rd., Dulwich Hill, N.S.W.

391 Jewelry, Silverware, Plated Ware

HONG KONG—All types of silverware; requests replies from manufacturers only, with catalogs and price lists. The Dragon Seed Co., Ltd., 37-39 Queen's Rd., C., P.O. Box 79. WTD 5/27/63.

394 Toys, Amusement, Sporting Goods

AUSTRALIA—Playground equipment, specially designed for safety. Sandgate Apex Club, P.O. Box 30, Sandgate NE7, Brisbane, Queensland.

BRITISH GUIANA—Toys, all kinds; requests competitive price or unusual features. Eclipse Agencies, P.O. Box 853, Georgetown. WTD 1/15/64.

396 Costume Jewelry, Novelties, Notions

GERMANY—Feathers and down; requests price quotations in German, cif European ports. Gebr. ten Eikelder, 235-237 Severinstrasse, 5 Koeln a. Rh. WTD 1/10/64.

HONG KONG—Cuff-links, tie clips, cut-glass, vases, imitation jewelry, manicure and dressing table sets; requests replies from manufacturers only, with catalogs, price lists. The Dragon Seed Co., Ltd., 37-39 Queen's Rd., C., P.O. Box 79. WTD 5/27/63.

399 Manufacturing Industries

AUSTRALIA—Advertising novelties. Direct purchase and agency. Brook Lodge Products Pty. Ltd. (importer, manufacturers' representative), 174 Dennison Rd., Dulwich Hill, N.S.W.

BRITISH GUIANA—Neon signs. Eclipse Agencies, P.O. Box 853, Georgetown. WTD 1/15/64.

GERMANY—Coin-operated amusement machines of all kinds, particularly new types; requests replies from U.S. manufacturers only with price quotations fob U.S. ports. Heinrich Hecker, 4 Kapellenstrasse, 479 Paderborn. WTD 11/29/63.

● **VIETNAM**—Fire extinguishing equipment, material, including chemical and mechanical foams, CO2 bottles, hoses, gloves, boots. Tender No. 1095-16014 bid deadline February 26. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

503 Dry Goods, Apparel

DAHOMEY—Second-hand clothing, all types; requests price quotations cif Cotonou. Ets. Awaye Wacherere Import, (importer/wholesaler), Carre 100, B.P. 236, Cotonou. WTD 1/15/64.

509 Wholesalers

■ **TURKEY**—Raw rubber, super quality IX, $5,500; c&f. IL No. 2405. Elmas Cizme, Yorgo Stavridis, Eski Gumruk sok, 15, Galata, Istanbul. Quotation date February 24. Loan No. 277-H-043. U.S. source. SBC-40.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Leads for Importers

106 Ferroalloy Ores

UGANDA—Exporter interested in contacting U.S. buyers of tantalite. Foreign Trade Agencies, P.O. Box 3175, Kampala. WTD 1/16/64.

109 Metal Ores

UGANDA—Firm desires to contact U.S. importers of Beryl. Foreign Trade Agencies (Exporter), P.O. Box 3175, Kampala. WTD 1/16/64.

203 Canning, Preserving Foods

CHILE—Fishing company wishes to export frozen tuna, bonito. Empressa Pesquera Argos Ltda., Rosa Eguiguren 813, Oficina 65, Casilla 10371, Santiago. WTD 11/18/63.

Fishing company seeking U.S. buyers for its tuna fish. Compania Pesquera Taltal S.A., Calle Esmeralda s/n, Casilla 59, Taltal. WTD 12/12/63.

208 Beverage Industries

CHILE—Manufacturer/exporter wishes to sell champagne, brandy, other liquors. Licores Mitjans S.A., Portugal 1357, Casilla 189-D, Santiago. WTD 11/21/63.

Wine/champagne exporter seeks a U.S. sales representative organized for door-to-door sales or to ultimate consumers. Miguel Friedenzohn F., 21 de Mayo 670, Casilla 3, Santiago. WTD 11/19/63.

227 Floor Covering Mills, Products

UAR—Hand-made woolen rugs (Kilim) offered by manufacturer/exporter. Chyfa Trading Co. (Chaer & Co.), 3 Manchaet el Kataba, P.O. Box 402, Cairo. WTD 5/15/63.

233 Women's, Misses', Juniors' Outerwear

SWEDEN—Juniors', misses', women's coats, jackets, suits; direct and agency. Sahlins Konfektions AB (mfg.), Eslov. WTD 1/9/64.

236 Girls', Children's, Infants' Outerwear

SWEDEN—Girls', children's coats, jackets, suits; direct and agency. Sahlins Konfektions AB (mfg.), Eslov. WTD 1/9/64.

238 Apparel, Accessories

AUSTRIA—Ski pants for ladies and men, fully fashioned, made of elastic cord fabric. H. Madjera & Co., Boerseplatz 3, Vienna I. WTD 1/20/64.

283 Drugs

UAR—Firm wishes to export crude drugs including camomille, spearmint, aniseed, henna, henbane. Chyfa Trading Co. (Chaer & Co.), 3 Manchaet el Kataba, P.O. Box 402, Cairo. WTD 5/15/63.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics, Toilet Preparations

FINLAND—Manufacturer/exporter seeks agency-distributors in eastern, central (midwest), southern states, to handle shampoo product trade-marked: "Finnish Sauna Shampoo"; available labeled, export packed. Martinen Oy, Lonnrotinkatu 4, Helsinki, Att.: Mr. Markku Murtosalo. WTD 6/27/63.

314 Footwear, except Rubber

CHILE—Exporter of leather shoes seeks a U.S. sales representative organized for door-to-door sales or to ultimate purchasers. Miguel Friedenzohn F., 21 de Mayo 670, Casilla 3, Santiago. Requests replies in Spanish. WTD 11/19/63.

342 Cutlery, Hand Tools, General Hardware

GERMANY—Manicure, pedicure implements; scissors, shears; all varieties. Direct by manufacturer. Gebr. Plassmann, 2-4 Schwanenstrasse, Postfach 846, 565 Solingen-Ohligs. WTD 1/15/64.

PAKISTAN—Small hand tools. Khawri and Co., (mfgs.), Nizamabad, P.O. Box No. 7, Wazirabad. WTD 12/27/63.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

357 Office, Computing, Accounting Machines

GERMANY—Typewriters, standard, manual; billing machines with accounting registers; electric machines: bookkeeping with checking systems, punched card system; accounting; account machines with calculating devices. Direct by manufacturer. Siemag Feinmechanische Werke GmbH., Bahnhofstrasse, 5904 Eiserfeld/Sieg. WTD 1/6/64.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

GERMANY—Liquid level indicators for steam boilers, made of light and heavy metals in sand and die castings, including water level indicators; water level distance indicators; water level regulators; differential pressure regulators; water level alarm apparatus; pump controllers; level warners on overfilling and underfilling of boiler; hydrostats. J. G. Merckens KG., 54-64 Bachstrasse, 51 Aachen. Manufacturer requests replies in German. WTD 1/7/64.

384 Surgical Instruments

PAKISTAN—Surgical instruments (stainless). Khawri & Co. (mfgs.), Nizamabad, P.O. Box 7, Wazirabad. WTD 12/27/63.

391 Jewelry, Silverware, Plated Ware

PAKISTAN—Cutlery of stainless steel. Khawri & Co. (mfgs.), Nizamabad, P.O. Box 7, Wazirabad. WTD 12/27/63.

399 Manufacturing Industries

★★ **DENMARK**—Exporter of line of teak, copper, ceramic items would like to sell his products to stores, chains. Kesa, Aegirsvej, 27-33, Fredericia.

503 Dry Goods, Apparel

HONG KONG—Ladies woolen knitwear, medium price line. Desires contacting firms having distribution facilities to major U.S. retail houses. A. Dransfield & Co., G.P.O. Box 724. WTD 7/19/63.

507 Air Conditioning, Refrigeration Equipment

GERMANY—Air dehumidifiers with complete refrigeration cycle. Alfred Kaut & Co., Elektrizitaets-Gesellschaft, 33-35 Tannenbergstrasse, 56 Wuppertal-Elberfeld. WTD 1/16/64.

508 Machinery, Equipment, Supplies

GERMANY—Spinnerettes of precious metal for nylon threads. Ingenieurbuero fuer Elektronik Hansgeorg Schukat (wholesaler), 27 Krischerstrasse, 4019 Monheim/Rhld. WTD 5/2/63.

509 Wholesalers

GERMANY—Used German language books: history, Middle Ages; church history; history, judicial systems; history, trade; sociology. Hermann Kullmann (Armarium), 1 Stresemannstrasse, 4 Dusseldorf (retailer, importer/exporter). WTD 1/9/64.

Cotton waste. Schroeder, Vogel & Co., 5 Burgsteinfurter-Damm, 4441 Mesum/Westf. WTD 1/16/64.

201 Meat Products

FRANCE—Meat offals, chickens (frozen). Societe Sofranaf (importer, dealer), 15 rue du Louvre, Paris 1er. WTD 8/16/62.

203 Canning, Preserving Foods

FRANCE—Canned food products; frozen foods. Societe Sofranaf, 15 rue du Louvre, Paris 1er. WTD 8/16/62.

Canned food products, all kinds. Ets. Jacques Fourchtein & Cie (dealer), 94 rue St.-Lazare, Paris 9e. WTD 4/24/63.

Canned food products all kinds; requests replies in French. Ets. Jean Salle (manufacturer), 25 rue de Paris, Bobigny (Seine). WTD 12/19/63.

ITALY—Mackerel, codfish: canned, dried, salted. Fratelli Cingoli (commission sales agent), Via Merelli 5, Macerata.

206 Sugar

FRANCE—Sugar; requests replies in French. Ets. Jean Salle (manufacturer), 25 rue de Paris, Bobigny (Seine). WTD 12/19/63.

209 Food Preparations

ITALY—Seed oil. Fratelli Cingoli (commission sales agent), Via Merelli 5, Macerata.

SPAIN—Edible vegetable oils. Wholesaler/agent wishes to represent producers or exporters, on commission basis, on bids for which the Government of Spain issues calls from time to time. A. Sabater Esteve & Cia., Apartado 113, Reus, Tarragona. WTD 12/5/63.

221 Broad Woven Fabric Mills, Cotton

FRANCE—Polyvinyl chloride coated fabrics; requests replies in French: Les Fils d'Albert Weil (importer, dealer), 53 rue de Ponthieu, Paris 8e. WTD 10/16/63.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

FRANCE—Prefabricated wood construction units, buildings including prefabricated medium-size schools. Agency for Pau and region. Requests replies from manufacturers only in French. L'Equipement Domestique et Industriel (dealer, sales agent), 23 Rue Serviez, Pau Basses-Pyrénées. WTD 1/15/64.

261 Pulp Mills, Products

VIETNAM—Full line of paper pulp: bleached sulphite or kraft soft wood pulp; bleached sulphite hard wood pulp; bleached sulphate soft wood pulp; bleached sulphate hard wood pulp; semi-bleached sulphate soft wood pulp; unbleached sulphite soft wood pulp; unbleached kraft, coniferous species; unbleached sulphite, coniferous species. International Commerce & Industry Co. Ltd (indent agent), 29 Cong Ly, Saigon. WTD 1/13/64.

281 Industrial Chemicals

IRAQ—Chemicals for the paint industry. Fuad Faraey & Klaus Gerntrup Collective Co. (exporter, commission agent), El Pasha Bldg. (6th floor), Samawal St., Baghdad.

NORWAY—Chemicals for paper, pulp industries. Th. Vendelboe & Co. A/S (manufacturer, manufacturers agent), 11 Nesveien, Haslum, Oslo. WTD 7/10/62.

282 Synthetic Materials

PHILIPPINES—Cellophane. Mr. Florentino Genato, Jr., President, Genato Commercial Corp., 1134-1140 R. Hidalgo, P.O. Box 1396, Manila. WTD 3/4/63.

307 Plastics Products

UGANDA—Hardware; household sundries; hard plastic tableware. Requests replies from manufacturers interested in establishing an agency for their products. Foreign Trade Agencies, (agency), P.O. Box 3175, Kampala. WTD 1/16/64.

333 Primary Smelting, Refining of Nonferrous Metals

FRANCE—Scandium, Indium, Gallium, Cesium, Dysprosium, Rhenium, Palladium, Rhodium, Osmium, Ruthenium. Requests replies from manufacturers and exclusive export agents only. Matériaux & Produits Electroniques & Nucléaires 8 rue Bellini, Paris 16. WTD 6/7/62.

342 Cutlery, Hand Tools, General Hardware

VENEZUELA—Hardware, tool items in general. Requests replies in Spanish. Restrepo, C.A. (distributors, wholesalers, retailers), Apartado 6753, Caracas, Ave. Universidad 37, Caracas. WTD 12/19/63.

343 Heating Apparatus, Plumbing Fixtures

GERMANY—Bathroom, lavatory fittings, accessories, all kinds; cast iron heating radiators, fittings for heating systems; manufacturer's agent requests replies from U.S. manufacturers only with price quotations cif Dutch or German ports. Agency representation. Fritz Ostermann, 22 Stolzerstrasse, 463 Bochum. WTD 1/8/64.

344 Fabricated Structural Metal Products

FRANCE—Construction products, units, all types, including aluminum awnings, prefabricated steel elements: windows, doors for office buildings, private dwellings; building panels, aluminum, for acoustical purposes and insulation against heat or cold, related lines. Agency and distributorship; requests replies in French. L'Equipement Domestique et Industriel (dealer, sales agent), 23 Rue Serviez, Paul Basses-Pyrénées. WTD 1/15/64.

355 Special Industry Machinery

FRANCE—Canning, processing machines. Societe Sofranaf (importer, dealer), 15 rue du Louvre, Paris 1er. WTD 8/16/62.

GREECE—Portable chain saws for lumbering. Requests replies from manufacturers with price quotations. Constantinos Narlis (commission agent), 10 Megalou Alexandrou St., Thessaloniki.

363 Household Appliances

IRAQ—Domestic water heaters; cooking stoves, LP gas. Fuad Faraey & Klaus Gerntrup Collective Co. (exporter, commission agent), El Pasha Bldg. (6th floor), Samawal St., Baghdad.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—D. W. Grant, representing Cyclops & Lines Bros. Ltd., William St., Leichardt, and W. W. Rice Pty. Ltd., New South Wales & Broadway, Sydney, interested in contacting **toy manufacturers** with view to agency representation in Australia, placing orders, and/or entering license arrangements. Late February via New York for two weeks. c/o The Australian Trade Commissioner, 636 Fifth Ave., New York, N.Y., and 153 Kearney St., San Francisco, California. Itinerary: New York, Los Angeles, San Francisco.

Henry Page, Business Manager, Progress Engineering Co. Pty. Ltd., 15-21 Vale St., North Melbourne, Victoria, interested in **agricultural machinery, prefabricated buildings** and **garages, handling equipment,** and any lines in **steel fabrication** for manufacture or sale in Australia. Also requesting technical information for these products. February 21 via New York for 10-14 days. c/o Australian Trade Commissioner, Australian Consulate General, 630 Fifth Ave., New York, N.Y. Itinerary: New York, Las Vegas, Los Angeles, San Francisco.

FRANCE—Olivier Spira, Manager, Sidemetal, 36 Ave. Hoche, Paris, interested in import and agency for **infants' wear,** particularly creepers, T-shirts and snow suits. February 15 via New York for 1-2 months. c/o Ste Stanalchem, 551 Fifth Ave., New York, N.Y. Itinerary: New York, El Paso, Albuquerque, Los Angeles.

JAPAN—Tatsuichiro Imai, representing Hotel New Osaka, 5, 3-chome, Nakanoshima, Kita Ku Osaka, interested in **studying hotel management, food control, installation of** new **hotel equipment** (including kitchen) and requesting technical information for same. Here for three months. c/o Mr. Kurata, Drake Hotel, Chicago, Illinois. Itinerary: Chicago, New York, Detroit, San Francisco, Los Angeles, Washington.

REPUBLIC OF SOUTH AFRICA—Monty Sack, representing Townsview Estates (Pty.) Ltd., 4th Floor, Edura, Commissioner St., Johannesburg (subsidiary of Schlesinger Organization) interested in contacting U.S. **consultants** and **firms supplying materials** and **equipment** in connection with **erection of** a R6,000,000 (R1.00 = $1.41) African Life Center **office building; visiting** buildings equivalent in scale to Townsview's proposed building as well as **building material centers.** Also, requesting technical **information on developments** in the field of **heat-excluding glass.** February 14 via New York for ten days. c/o Sherry-Netherland Hotel, 5th Ave. & 59th St., New York, N.Y. and International Variety & Theatrical Agency Inc., 220 W. 42nd St., New York, N.Y. 10036. Itinerary: Boston, New York.

SYRIAN ARAB REPUBLIC—Eid Dahman, representing "Dahman's Farm," Zebadani, interested in: contacting **poultry producers** and **restaurant equipment manufacturers;** visiting restaurants and orchards practicing **modern methods** of **arboriculture.** Also requesting **technical information** on **poultry production equipment** such as incubators, brooders, feeders, heaters, waterers, chicken houses; **restaurant equipment** including combination **heating-air conditioning systems; frost protection methods** for orchard trees. February 28 via Washington, D.C. for two months. c/o A. Dahman, 1633 Connecticut Ave., N.W., Washington, D.C. Itinerary: Pennsylvania, Maryland, Virginia Florida, Indiana.

VENEZUELA—Luis E. Rolando V., representing Instituto Venezolano de Investigaciones Technologicas e Industriales, P.O. Box 7668, Nueva Granada, Caracas (technological research institute which serves as an aid to local industries), interested in expanded and dense **clay aggregates** and **clay processing research** and requesting technical information for same. Last week in February via New York for one month. c/o Commodore Hotel, 42nd St., New York, N.Y. Itinerary: New York; South Windsor, Conn., Chicago; Houston; Atlanta; Miami.

Taiwan invites tenders for cast iron pipe and fittings

The Purchasing Dept., Central Trust of China, 68 Ven Ping South Rd., Taipei, invites tenders for the supply of approx. 47,000 meters of cast iron pipe ranging from 80 to 300 millimeters in diameter, cast iron pipe fittings, sluice valves, and hydrants. The tender number is GF3E13185P.

Bid deadline is February 21.

A copy of the tender documents is available on a short term loan basis to firms located in the U.S. from the Building Materials & Construction Industries Division, Department of Commerce, BDSA-306, Rm. 4014, Washington, D.C. 20230. (Telephone: 202-WO 7-3601).

Tender announced for oil mill equipment by Vietnamese firm

The An-Viet Oil Mill Co., 26-30 Hau-Giang St., Saigon has announced a tender, bid deadline February 28, for machinery and equipment for an oil mill to produce industrial and edible oils.

The proposed plant will utilize copra, rape seed, peanuts, sesame seeds, cow bone for raw materials. The plant should use 30 tons of raw materials per 24 hours.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the GIEC Division, BDSA-323, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

Construction Projects

CANADA—(10$=US$9.25). Construction of a C$110,000,000 **hydro-electric power project** on the St. John River, fourteen miles above Fredericton, New Brunswick, has been announced by Daniel A. Riley, Chairman of the New Brunswick Electric Power Commission (NBEPC). The site of the project is at the confluence of the Mactaquac and St. John Rivers. The Atlantic Development Board (ADB), an arm of the Canadian Federal Government, has made a grant of C$20,000,000 to help finance the project.

Construction is to begin in January 1965 after relocation of property owners. The dam will have a max. height of 153 ft. above the river bed and a 1,700 ft.-long crest. The river level immediately behind the dam will rise 115 ft., creating a lake 55-miles long, ½-mile wide. By 1976 the project will have a total capacity of 504,000 kilowatts. Contact: New Brunswick Electric Power Commission, Fredericton, New Brunswick.

EASTER ISLAND—CHILE—(100 Escudos =US$51.81). According to press reports, it was recommended in a recent study that an international **airport** with a runway of 3,000 meters can be constructed in the extreme northeast of Easter Island in the vicinity of Anakena beach and Rano Raraku volcano. Construction cost would be approx. US$15 million. Contact: Ministro de Obras Publicas, Santiago, Chile.

COLOMBIA—(100 Peso=US$11.11). The Colombian Government has authorized the Instituto de Aprovechamiento de Aguas y Fomento Electrico to contract a loan from Syndicat Belge D'Entreprises A L'Etranger for the purchase of equipment and financing the construction of the Rio Mayo **hydro-electric power generating station** for the Central Hidroelectrica de Rio Mayo, an affiliate of the Instituto.

It is reported that Belgian equipment will be used to complete the first stage (two groups) of the Rio Mayo project, which will have an initial installed capacity of 15.6 MW. Operational date for this stage is set for 1967. A second stage (one group) of 7.5 MW installed capacity, to be in operation in 1968, is being planned. Contact: Instituto de Aprovechamiento de Aguas y Fomento Electrico, Bogota.

GUATEMALA—(10 Quetzal=US$10). Te Inter-American Development Bank has approved a $300,000 technical assistance loan to help complete **studies of a hydroelectric project** in Guatemala.

The proposed project, known as "El Canada," represents the second in a 12-stage, $75 million program designed to increase Guatemala's electric power generating capacity by 340,000 kilowatts during the next 14 years. The first stage is being financed by the Inter-American Development Bank (INTERNATIONAL COMMERCE, Feb. 3).

The site of the second stage is located on the Samala River, about 124 kilometers west of Guatemala City. Plans call for harnessing the river through the construction of **new generating facilities** with a capacity of 40,000 kilowatts. They also call for the expansion of the capacity of an existing plant, Santa Maria,

from 5,900 to 12,300 kilowatts. The construction phase of the project would involve an investment of approx. $16 million. Contact: Instituto Nacional de Electrificacion, Guatemala City.

PANAMA—(1 Balboa=US$1.00). The Republic of Panama has received a $300,000 technical assistance loan from the Inter-American Development Bank to help finance **studies on the technical and economic feasibility of a highway** between Penonome on the Pacific plateau and Colon, on the Atlantic coast which would reduce the distance between the cities by about 70 miles. The proposed highway would be about 80 miles long. Contact: Ministry of Public Works, Panama City, Panama.

THAILAND—(100 Baht=US$4.80). According to reports, it is anticipated that over the next five to ten years there will be **highway construction projects** amounting to several hundreds of millions of dollars, involving improvements of approx. 4,000 km roads, and construction of approx. 1,500 km of **major highways.** Participation in these projects will be limited to firms whose qualifications and reputations are known to the Dept. of Highways.

U.S. engineering and construction firms interested in participating in future construction work and not presently known to the Highway Dept. should send that Department, Ministry of National Development, Bangkok, Thailand brochures and other documentation describing their corporate structure, capabilities, record of accomplishments, and qualifications of their senior staff members. It is also recommended that documentations be sent as well to the United States Operations Mission, and to the Commercial Attache, United States Embassy, both located in Bangkok, Thailand.

Interested firms must have authorized representatives on the spot in Bangkok to confer with Highway Dept. officials, and the names and addresses of such representatives must be made known to the Highway Dept. A local attorney might be designated to act as representative in order to receive preliminary invitations to prepare proposals. The completed proposal might be negotiated by a member of the U.S. firm who would visit Bangkok for this purpose.

VENEZUELA—(100 Bolivar=US$29.85). The Corporacion Venezolana de Guayana has received a credit of $10½ million from the Export-Import Bank of Washington to purchase United States **steel mill equipment.** The Corporacion is a Venezuelan Government institution created to develop and industrialize the Guayana territory in southeastern Venezuela. It is building and operating a major integrated Orinoco Steel Plant at Matanzas which has an annual planned capacity of 550,000 m.t. of finished products and an ingot capacity of 750,000 m.t. Contact: The Corporacion Venezolana de Guayana, Caracas.

Morocco seeks equipment for Rabat Hilton Hotel needs

The Rabat Hilton Hotel is inviting firms to prequalify for bidding on the supply and installation of plumbing, sanitary and fire-extinguishing equipment.

No deadline is specified.

Details are available from Jaros, Baum & Bolles, Consulting Engineers, 730 Third Ave., New York, N.Y.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated January unless otherwise marked.

Business Firms—Upper Volta.
Canneries and Frozen Food Producers and Exporters—Ecuador.
Curio, Novelty and Handicraft Manufacturers and Exporters—Denmark.
Photographic Supplies, Dealers and Photographers—Netherlands Antilles.
Provision Importers and Dealers—Mexico.
Seed and Bulb Importers, Dealers and Exporters—Spain, December 1963.

Chicago Trade Conference to be held March 2-3

The 27th Chicago World Trade Conference will be held March 2 and 3 at the La Salle Hotel, the Chicago Association of Commerce and Industry and the International Trade Club of Chicago, cosponsors, have announced.

"How to get your share of expanding international business" will be developed by means of practical talks, open forums and informative discussions on international marketing problems. Small workshop seminars will be conducted by specialists in their field, and luncheon and dinner sessions will be addressed by outstanding businessmen and key government officials, the sponsors say.

Reservations may be addressed to the Conference at 30 West Monroe Street, Chicago, Ill. 60603

Latin letters of credit rise 7th month in row

Outstanding Latin American letters of credit confirmed by reporting banks in favor of U.S. exporters continued upward in December for the 7th consecutive month, but the increase of $0.2 million, to $166.9 million, was comparatively small. The Federal Reserve Bank of New York has reported that the December total was the highest since the September 1961 figure of $167.4 million.

Venezuela and the Dominican Republic showed the largest increases, $4.8 million and $3.3 million, respectively.

International Trade Winds

DEDICATED to a cooler Kuwait, 4,000 room-air-conditioners made by the Admiral International Corporation at Galesburg, Ill., will be sent to the oil sheikdom—half of them for housing projects and government buildings.

LIBYA'S industrial development is the goal of a $600,000, 2-year program launched by the IIT Research Institute, Illinois Institute of Technology, Chicago. Jointly sponsored by Libya and the Agency for International Development (AID), the program calls for training and technical assistance and establishment of a Libyan industrial research and development center.

SIX Boeing 727 jetliners for Japan Air Lines' short-haul domestic routes are to be purchased subject to Japanese Government approval. Deliveries are slated for 1965 and 1966. ANA (All Nippon Airways) is expected to purchase three of the jetliners under an agreement worked out with JAL to satisfy a Ministry of Transportation request.

CHITTAGONG, East Pakistan, will be the site of a streptomycin-manufacturing plant to be built under an agreement between the Olin Mathieson Chemical Corporation and the East Pakistan Industrial Development Corporation. Technical know-how for production of the antibiotic at the new plant (estimated cost: at least $4 million) will be supplied by Olin Mathieson.

ALLIANCE Industrial Development Corp., a company for investing in and operating industries in developing countries, has been formed jointly by the Joseph Schlitz Brewing Co. of Milwaukee and the Pan-Alliance Corp. of New York City. The new firm, with headquarters at 485 Lexington Avenue, New York, already operates fish-processing plants in Panama and Chile. Near East and Far East projects are under study.

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Calendar *for international traders*

February

10-12—Surplus Dealers Trade Show, N.Y. Trade Show Bldg., 35th St. and 8th Ave., **New York, N.Y.** Sponsor: Institute of Surplus Dealers.

10—Export Education Seminar, **Detroit, Mich.** Second of eight weekly sessions. Sponsors: University of Detroit, Michigan Office, Department of Commerce, Small Business Administration. Guest instructor: Mr. William Dahling of J. Walter Thompson Co., Detroit.

10—Sales and Marketing Executives International, San Francisco Chapter dinner meeting, St. Francis Hotel, **San Francisco, Calif.**

10—Practical Course in Export Techniques, Overseas Press Club, **New York** (sixth of eight weekly sessions). Sponsor: International Executives Association.

11—Automotive Export Club of Chicago, Builders Bldg., **Chicago, Ill.**

11—Plant Modernization Conference, **Cleveland, Ohio.** Speaker: Franklin D. Roosevelt, Jr., Under Secretary of Commerce.

11—Export Educational Seminar, **Memphis, Tenn.** (fifth of 8 weekly sessions). Sponsors: Mid-South Exporters' Roundtable; REEC; Memphis Chamber of Commerce; SBA and Memphis Field Office. Host: Division of Vocational Education, Memphis City Schools. Guest Instructors: Mr. Marcus D. Ragland, Asst. Cashier, Union Planters National Bank, Memphis; Mr. Raymond Dickey, Vice President, National Bank of Commerce, Memphis; Mr. John Whitsitt, Vice President, First National Bank, Memphis.

11—"Show You" in-office workshop for new exporters. Sponsor: St. Louis REEC, World Trade Club, Chamber of Commerce. St. Louis Field Office, **St. Louis, Mo.**

12—Minnesota World Trade Association monthly dinner meeting, Hotel Radisson, **Minneapolis, Minn.**

13—"Mechanics of Foreign Market Research" seminar. Sponsored by World Trade Council, Chamber of Commerce of Greater Pittsburgh, **Pittsburgh, Pa.**

13—International Trade Club of Chicago, monthly luncheon meeting, Century Room, La Salle Hotel, **Chicago, Ill.**, 12:15 p.m. Speaker: Ray R. Eppert, President, Burroughs Corporation, Detroit, Mich.; Subject: Can U.S. Management Really Compete in International Markets?

13—Export Expansion consultation/conference, **Cape Girardeau, Mo.** Sponsor: St. Louis REEC, Cape Girardeau Chamber of Commerce. Dinner session. Speaker: Colonel John A. Powers.

17—Practical Course in Export Techniques, Overseas Press Club, **New York** (seventh of eight weekly sessions). Sponsor: International Executives Association.

17—Export Educational Seminar, **Detroit, Mich.** Third of eight weekly sessions. Sponsors: University of Detroit, Michigan Office, U.S. Department of Commerce, Small Business Administration. Guest instructor: Mr. Chester A. Menendez, president of International Michigan Co., Farmington, Mich.

18—Monthly Dinner Meeting, Providence World Trade Club, Johnson's Hummocks, **Providence, R.I.**

18—Foreign Trade Bureau of Cedar Rapids Chamber of Commerce, Roosevelt Hotel, **Cedar Rapids, Iowa.**

18—International Marketing Workshop, 3:30 p.m., International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

18—Workshop on Foreign Insurance, **Kansas City, Mo.** Kansas City REEC, Commerce Field Office, International Trade Club, co-sponsors.

POSTPONEMENT

The following Businessmen's Consultations with members of the U.S. Trade Mission to East Africa have been postponed until further notice: February 11—New York; February 13—Indianapolis; February 13—Baltimore; February 14—Oklahoma City; February 14—Boston.

18—Monthly luncheon meeting, International Executives Association, "Top of the Fair," New York World's Fair, **New York, N.Y.**

18—Memphis World Trade Club, monthly meeting, **Memphis, Tenn.**

18—"Little White House" Conference—**Kalamazoo, Mich.** Sponsor: Kalamazoo County Chamber of Commerce, Michigan Field office, Department of Commerce, Regional Export Expansion Council.

19—Twelfth Export Expansion Conference, Cleveland Field Office, Federal Reserve Bank Bldg., **Cleveland, Ohio,** in cooperation with Regional Export Expansion Council.

19—Propeller Club luncheon, National Press Club, **Washington, D.C.** Speaker: Franklin D. Roosevelt, Jr., Under Secretary of Commerce.

19—"Profits in Exports" Conference—Industrial Fasteners Institute, Barbizon Plaza Hotel, **New York.** Sponsors: Industrial Fasteners Institute, New York Field Office, Department of Commerce.

19—Foreign Trade Credit Group, Chicago-Midwest Credit Service Corp., Morrison Hotel, **Chicago, Ill.**

19—First Annual Businessman's Institute on World Trade, Southern University, **New Orleans, La.** Sponsor: Southern University; Regional Export Expansion Council; New Orleans Field Office, Department of Commerce; Small Business Administration.

20—Monthly luncheon, World Trade Council, Chamber of Commerce of Greater Pittsburgh. Penn-Sheraton Hotel, **Pittsburgh, Pa.**

20—"Mechanics of Foreign Market Research" seminar. Sponsored by World Trade Council, Chamber of Commerce of Greater Pittsburgh, **Pittsburgh, Pa.**

20—Monthly dinner meeting, World Trade Club of Detroit. Pick-Fort Shelby Hotel, **Detroit, Mich.**

20—Export Educational Seminar, **Memphis, Tenn.** (sixth of 8 weekly sessions). Sponsors: Mid-South Exporters' Roundtable; REEC; Memphis Chamber of Commerce; SBA and Memphis Field Office. Host: Division of Vocational Education, Memphis City Schools.

24—Importers Association of Chicago Traffic Club, Palmer House, **Chicago, Ill.**

24—Michiana World Trade Club, Wheelabrator Corp., **Mishawaka, Ind.**

24—International Marketing Workshop, 3:30 p.m., International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

24—Practical Course in Export Techniques, Overseas Press Club, **New York** (eighth of eight weekly sessions). Sponsor: International Executives Association.

25—Export Counseling Program. Cosponsored by World Trade Council, Chamber of Commerce of Greater Pittsburgh, and REEC, **Pittsburgh, Pa.**

25—"Profits in Exports" Conference—Long Island University, **Brooklyn, N. Y.** Sponsors: Long Island University, New York Field Office, Department of Commerce, N.Y. Regional Export Expansion Council, Small Business Administration.

25—"Show You" in-office workshop for new exporters sponsor: St. Louis REEC, World Trade Club, Chamber of Commerce. St. Louis Field Office, **St. Louis, Mo.**

25—Export Educational Seminar, **Memphis, Tenn.** (Seventh of 8 weekly sessions). Sponsors: Mid-South Exporters' Roundtable; REEC; Memphis Chamber of Commerce; SBA and Memphis Field Office. Host: Division of Vocational Education, Memphis City Schools.

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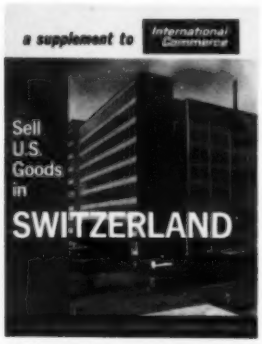

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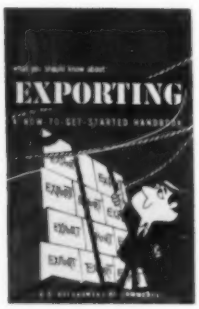

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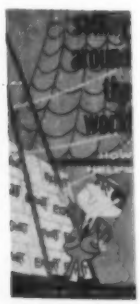

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